

OHIO STATE UNIVERSITY  
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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 90

MARCH 24, 1934

Number 12

1914



1934

## OUR 20TH ANNIVERSARY

**T**RYING times and unusual economic conditions cannot entirely remove the romance of industrial history in the making.

After two decades of happy relationships we find that high commercial ideals have their reward and through an unparalleled universal dilemma mere contacts have blossomed into permanent loyalties.

Our friends have made our progress possible and twenty years of this support encourage us in our sincere determination to maintain this goodwill of which we are so proud and to merit continued cooperation and approval.

### OPPENHEIMER CASING CO.

PRESIDENT

CHICAGO

NEW YORK

TORONTO

LONDON

WELLINGTON

BUENOS AIRES

HAMBURG

TIENTSIN

SYDNEY

*Factories and Agencies throughout the World*

# "Buffalo"

## Improved FAT CUTTER

*produces more uniform cubes  
with practically no waste!*

**C**UTS up uniform cubes of pork fat, cooked tongue and cooked meats for making blood sausage, head cheese, mortadella, bologna and other sausage specialties. Does as much work as five men can do by hand. Reduces overhead and production costs. A great time and labor saver.



Knife heads with cutter: to turn out  $\frac{1}{4}$ -inch cubes.  
Other knife heads: to cut cubes  $\frac{3}{8}$ -inch and  $\frac{1}{2}$ -inch.

### CAPACITY

600 lbs. to 800 lbs. per hour

#### A FEW WELL-KNOWN USERS:

ACME PACKING & PROVISION CO.....  
.....Seattle, Wash.  
ARMOUR AND COMPANY.....St. Louis, Mo.  
ARMOUR AND COMPANY.....Philadelphia, Pa.  
ARMOUR AND COMPANY.....Wilkes-Barre, Pa.  
L. S. BRIGGS, INC.....Washington, D. C.  
A. F. GOETZ, INC.....Baltimore, Md.  
INTERNATIONAL SAUSAGE CO...Chicago, Ill.  
JOHN MORRELL & CO.....Ottumwa, Ia.  
HENRY PFEIFER, INC.....Newark, N. J.  
RATH PACKING CO.....Waterloo, Ia.  
WILSON & CO.....Oklahoma City, Okla.

*Write for full details and price*

**JOHN E. SMITH'S SONS CO.**  
**BUFFALO, N. Y., U. S. A.**

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 4201 S. Halsted St., Phone Boulevard 9020  
Western Office: 1316 E. Slauson Ave., Los Angeles, California  
Canadian Office: 189 Church St., Toronto, Ontario

10,000 Tons  
at \$4.50 per ton  
**\$45,000**

**THIS**



**or**

8,000 Tons  
at \$3.75 per ton  
**\$30,000**

**THIS**

## C-E PRODUCTS

### BOILERS

C-E Sectional Header Boiler  
C-E Box Header Boilers  
C-E Bent Tube Boilers  
C-E H.R.T. Boilers  
C-E Electric Boilers  
C-E Marine Boilers

### STOKERS

C-E Multiple Retort Stoker  
Type E Underfeed Stoker  
Type E Stoker-Unit (for small boilers)  
Type H Stoker (for industrial furnaces)  
Coxe Traveling Grate Stoker  
Green Chain Grate Stoker  
(natural draft)  
Green Chain Grate Stoker  
(forced draft)

### PULVERIZED FUEL

Lopulco Storage System  
Lopulco Direct-Fired System  
Raymond Pulverizing Mills

### WATER-COOLED FURNACES

C-E Water-Cooled Furnace  
Lopulco Water Screen  
C-E Slagging Furnace

### COMPLETE UNITS

Coordinated designs comprising any  
combination of boiler and firing  
equipment and  
Combustion Steam Generator  
(a standard unit for medium-sized  
and large plants)  
C-E Steam Generator Unit  
(a standard unit for small plants)

### OTHER EQUIPMENT

C-E Air Preheaters  
(plate and tubular types)  
C-E Economizer  
Quinn Oil Burners  
Grieve Grates  
C-E Ash Conveyors  
C-E Ash Hopper

## in Your 1934 Steam Costs

In hundreds of industrial plants managing executives are racking their brains to cut costs. Yet in many such plants there is opportunity to save thousands of dollars yearly in one department—the steam and power department.

A recent study of four average plants showed, respectively, possible annual savings of \$74,000, \$48,000, \$25,000 and \$7,000. These are typical cases. Combustion Engineering service and equipment have cooperated in effecting such savings in a great number of industrial plants operating under all manner of conditions.

In some cases installation of suitable stokers may permit use of a cheaper fuel. In others a high pressure boiler and turbine may virtually eliminate power cost, while reducing the cost of process steam. In still others a number of small, inefficient boilers may be replaced by one large, modern unit, with large fuel savings.

The management of your company would like to make savings like these. USE THE COUPON BELOW and get details of our plan to help you determine savings possible in your plant.

## COMBUSTION ENGINEERING COMPANY • INC

200 MADISON AVENUE • NEW YORK, N. Y.  
Canadian Associates, Combustion Engineering Corp., Ltd., Montreal

A-119c

TEAR OFF AND MAIL

COMBUSTION ENGINEERING COMPANY, INC., 200 MADISON AVENUE, NEW YORK

Please send me details of your plan for assisting me in determining how much my present steam costs can be reduced.

Name.....Title.....

Company.....

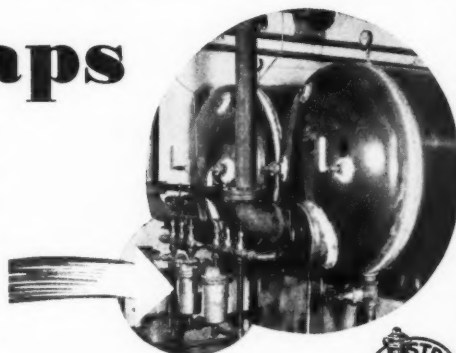
Address.....

# No Packing Plant can afford Hot Water (in steam lines)

## Armstrong Traps

drain hot water heaters automatically and continuously, removing air as well as condensate. Less steam is used or more water is heated with the same steam, because every pound can do effective heating work. Damage to coils through "water hammer" is prevented.

Armstrong traps are made to fit every packing plant need. Our representative will gladly consult with you as to the type and size of trap best suited to your water heater or any other application you may have in mind. There is no obligation in requesting a 90-day free trial of as many Armstrong traps as you need.



**ARMSTRONG MACHINE WORKS, 818 Maple St., Three Rivers, Mich.**

## Anderson RED LION CRACKLING EXPELLERS



**Now,** you can get an Expeller for your plant no matter how large or small your production. Perhaps you have felt in the past that an Anderson Expeller was too expensive a machine because of your moderate production. The new Anderson Red Lion Crackling Expeller was designed to fit plants such as yours. It has many of the features of the large R. B. Expeller, is a high-grade machine, makes hard pressed cracklings just as economically as other equipment makes soft pressed cracklings, and affords you better profit. This machine ties up only a small amount of capital and is economical to use even for only a few hours a day. The Red Lion will take care of all the requirements of the moderate capacity plant.

Write and tell us your requirements and let us show you how the Red Lion can make money for you.

**THE V. D. ANDERSON COMPANY**  
1936 West 96th Street - - - Cleveland, Ohio

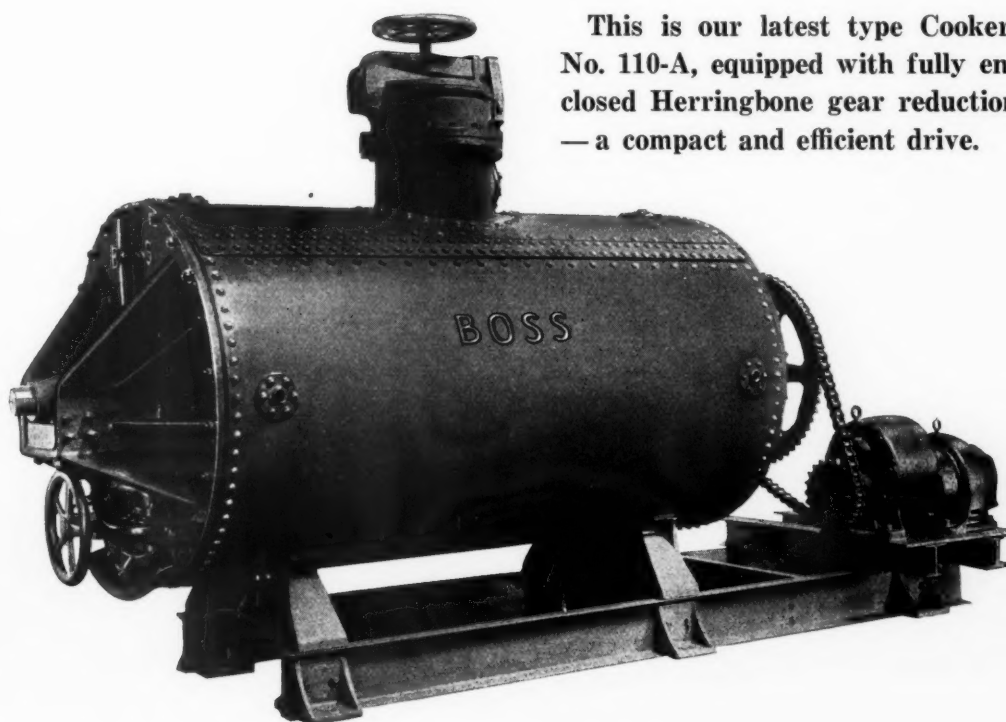
**FOR PLANTS OF MODERATE CAPACITY**



# Install that "BOSS" Cooker Now! for Edible and Inedible Rendering

*and Cash in on the Profits these By-Products are now Bringing*

This is our latest type Cooker, No. 110-A, equipped with fully enclosed Herringbone gear reduction — a compact and efficient drive.



With the approach of spring and warm weather, lard manufacturers are confronted with the problem of producing a product that will maintain its firmness and withstand rancidity.

To solve this problem, the manufacture of lard must be given careful consideration, from the raw materials selected, thru the methods used for rendering, and down to the final packaging.

Prices of by-products have materially improved, the market for fertilizer and stock food is at hand and now is the time to install the equipment to produce the highest quality product, commanding the most favorable prices.

"BOSS" RENDERING EQUIPMENT is paramount in attaining these profitable results in the rendering of edible and inedible materials.

*Write us for detailed information!*



## The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.  
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,  
Sausage Making, Rendering

1972-2008 Central Ave.  
Cincinnati, Ohio



# WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

Consumers who buy first quality meat products have learned by experience that — "There is no Substitute for Genuine Vegetable Parchment." In sanitary and practical advantages as meat wrappers, it is accepted as a standard of comparison. No so-called substitute can duplicate the essential factors which make the Genuine the favored wrapper by discriminating users and leading packers alike. Make sure your product has this favored advantage — it costs no more.

THERE IS NO SUBSTITUTE FOR GENUINE VEGETABLE PARCHMENT

**THE WEST CARROLLTON PARCHMENT Co.**

WEST CARROLLTON • OHIO

OUR 38TH YEAR SERVING THE FOOD INDUSTRY

WHAT MAKES DIAMOND CRYSTAL DIFFERENT FROM OTHER SALTS?

THE ALBERGER PROCESS!

THAT KEEPS IT ALWAYS UNIFORM AND PURE - EVERY DAY

**THE exclusive and patented Alberger Process** removes Diamond Crystal Salt from the field of common salts, and gives it many outstanding qualities which are difficult to duplicate.

Specifically, Diamond Crystal is a salt with a finer color, purity, and solubility, as well as with many other qualities which users of salt in many fields consider important. And the Alberger

Process means that in every one of the essential qualities of good salt, Diamond Crystal will always be the same — day in and day out.

To those who use salt that means a lot. It means particularly that they can always be assured of uniformity in quality and action in an important food ingredient. Order Diamond Crystal — today. Diamond Crystal Salt Company, (Inc.), 250 Park Avenue, New York, N. Y.

## DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE

# PUT THIS MACHINE TO WORK

## *Clean your Ham Boilers without effort*



Ham retainers of any size or shape are quickly and economically cleaned with the ADELMANN Washer. Requires no skill to operate—simply invert the retainer over the revolving brushes and move it back and forth. The machine does the rest! Every particle of residue, burnt fat and brine is removed, and even badly neglected boilers can be put in perfect condition. Cleans all sizes and shapes. Clean Boilers produce clean hams—the kind that build sales.

You *need* this labor saving machine in your plant—NOW! It will enable you to make the greatest possible profit from the boiled ham season. Machines are available without obligation for test purposes in your plant. Write for details.

### THESE NATIONALLY KNOWN USERS ACCLAIM THE ADELMANN WASHER A REAL MONEY SAVER

Arbogast & Bastian Co.	Hugo Nagel, Inc.
Armour and Company	Peters Packing Co.
Albany Packing Co.	Rath Packing Co.
Buehler Bros.	Rochester Packing Co.
Louis Burk, Inc.	St. Louis Independent Packing Co.
Cudahy Packing Co.	J. Fred. Schmidt Co.
Cleveland Provision Co.	The Wm. Schluderberg-T. J. Kurdle Co.
Jacob E. Decker & Sons	Stahl-Meyer, Inc.
Val Decker Co.	Swift & Company
Evansville Packing Co.	Sperry & Barnes Co.
John J. Felin & Co., Inc.	John P. Squire Co.
Frank M. Firor, Inc.	Chas. Sucher Packing Co.
H. L. Handy Co.	Theurer-Norton Provision Co.
Hygrade Food Products Corp.	Max Trunz, Inc.
A. D. Löffler, Jr., Inc.	White Provision Co.
Miller Packing Co.	Wilson & Co.
John Morrell & Co.	Weiland Packing Co.

### SPECIFICATIONS

Heavy cast-aluminum bowl—no reglazing or retinning necessary.

Three replaceable combination stainless steel wire and fiber brushes—insure a clean job without wear or injury to retainer.

Variable-voltage G. E. one-half H.P. motor, and heavy-duty switch.

Machine completely insulated—an important safeguard feature.

Reduction gears—cut speed of brushes to 800 R.P.M.

Marine stuffing boxes—prevent leakage of water from bowl where brush shafts enter.

Brass pipe used throughout.

Heavy cast-iron frame.

Weight about 350 pounds.

A Fitting Companion for ADELMANN Ham Boilers—"The Kind Your Ham Makers Prefer"

## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.



# Bemis STOCKINETTE



**"I'm Glad I  
Switched to Bemis!"**

"I've used lots of Stockinette in my time, but Bemis are sure sitting on top of the world when it comes to *quality* and *service*. Nothing to complain about on their *prices*, either."

Smoking hams in Bemis Stockinette preserves their shape—prevents them from cracking and shrinking—gives them a smoother surface and more uniform color—and keeps the juices in, thus producing a better flavor.

*Samples and Interesting Prices  
on Request. Write Today.*

**BEMIS BRO. BAG CO.**

420 Poplar Street • St. Louis

1858 75TH ANNIVERSARY 1933

## Buy Curing Materials and Seasoning from A PRACTICAL MAN!



The Man Who Knows  
The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

When you are sick you see a DOCTOR or a SPECIALIST, not a shoemaker. By buying your needs from us, you are dealing with SPECIALISTS. Do not be misled by high pressure sales methods. Remember—there is only one NEVERFAIL!

NEVERFAIL is a *spiced* cure that puts the real ham flavor into your ham, bacon and sausage meats. It gives an *inimitable* flavor, perfect cure and high quality in all cases. It may cost a trifle more, but it gives unexcelled results that *more* than compensate for the slight additional cost.

Use NEVERFAIL—THE PERFECT CURE for hams, bacon and all sausage meats. NEVERFAIL is sold at one price only; no special discounts—you pay the same low price as everyone else.

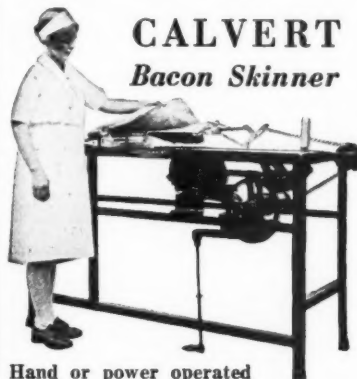


**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave., Chicago  
Canadian Office, Windsor, Ont.

## CUTTING COSTS—BUILDING PROFITS! — in more than 225 plants

To determine the efficiency of a machine find out who uses it. More than 225 shrewd packers, intent on cutting costs, have installed CALVERT Bacon Skinners—as many as 50 and 75 in some plants! There must be a reason for such popularity—write for details!



Hand or power operated

**CALVERT  
Bacon Skinner**

A List of Users that runs from A to Z

Armour and Company  
Batchelder & Snyder  
Cudahy Bros. Co.  
Cudahy Packing Co.  
Jacob E. Decker & Sons  
John J. Felin & Co.  
Adolf Gobel, N. Y.  
Geo. A. Hormel & Co.  
Hunter Packing Co.  
Illinois Meat Co.  
E. Kahn's Sons Co.  
Louisville Prov. Co.  
John Morrell & Co.  
Pittsburgh Provision & Packing Co.  
Rath Packing Co.  
Swift & Company  
Tiedemann & Harris  
Union Meat Co.  
Virden Packing Co.  
Wilson & Co.  
Patrick Young Co.  
Wm. Zoller Co.  
and over 200 others

**THE CALVERT MACHINE CO.**

1606-08 Thames St.

Baltimore, Maryland





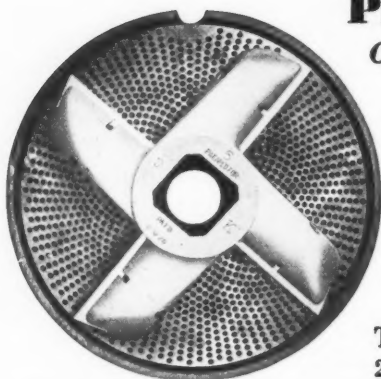
**WINNER**  
METAL CANS  
STANDARD  
BRANDS, Inc.

# A

## AMERICAN CAN COMPANY THE ONLY FIRM TO RECEIVE TWO AWARDS IN MODERN PACKAGING'S ALL AMERICA COMPETITION, 1933



**WINNER**  
FIBRE CANS  
REVERE COPPER  
AND BRASS Inc.



## Practice **SOUND ECONOMY** by using *C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades*

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—**SOUND ECONOMY** is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through **PRACTICE**; namely, that it is **SOUND ECONOMY** to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.



**THE SPECIALTY MANUFACTURERS SALES CO.**  
2021 Grace Street Chas. W. Dieckmann, 'Phone: LAReview 4325 Chicago, Illinois



### PEACOCK BRAND

PACKINGHOUSE SPECIALTIES

**QUALITY**

IS ALWAYS  
IN STYLE  
WHEN  
YOUR  
SAUSAGE  
AND OTHER  
PROCESSED MEATS  
ARE PREPARED  
WITH  
PEACOCK BRAND  
PRODUCTS

**Wm J. Stange Co.**  
CHICAGO



## HAMS SMOKED in WYNANTSKILL HAM BAGS

*actually shrink  
much less!*

BEEF  
•  
HAM  
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SHEEP  
•  
LAMB  
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BACON  
•  
FRANK  
and  
CALF  
BAGS

Shrink savings *alone* pay the cost of WYNANTSKILL protection *many times*. And besides, you get effective protection against contamination and rough handling.

**Write for Samples!**

**Write for Samples**  
**WYNANTSKILL MFG. CO.** TROY N.Y.

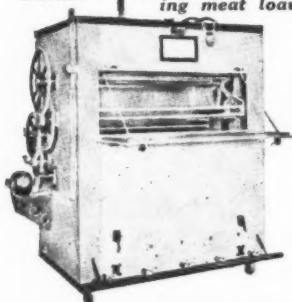
Fred K. Higbie  
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Chicago, Ill.  
E. J. Donahue  
47 Rossmore Road  
Jamaica Plain, Mass.

Represented by  
R. H. McDermott  
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131 W. Oakdale Ave.  
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1005 Pearl St.  
Alameda, Calif.

## RANDALL Efficiency Revolving Bake Oven

Gas or  
Electric



*will produce well baked, attractive looking meat loaves that will increase your sales and profits*

Designed for greater operating economy and highest baking qualities. Reasonably priced. Insulated with magnesia block. Fitted with motor, ready to connect to light or power line. Floor space required: 72" by 44" deep; height 72". Oven not sectional — shipped complete, as shown. No installation expenses. Provided with damper and safety flues. Capacity: 64 6-lb. loaves. Has 8 revolving shelves each 48" long by 9½" wide.

**R. T. RANDALL & CO.**  
331 N. 2nd St., Philadelphia

## For Quality Meat Products

**KUTMIXER**

*Write for  
circular*

**THE HOTTMANN  
MACHINE CO.**  
3325 ALLEN STREET



PHILADELPHIA, PA.

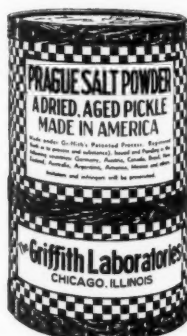
# PRAGUE POWDER

Made under GRIFFITH'S Process Patents

PRAGUE CURE is "America's Perfect Cure"

A  
Homogeneous  
CURING  
UNIT

*of Dependable  
Character*



A  
SOLID  
CURING  
COMPOUND

*Balanced to  
Perfection*

ALWAYS UNIFORM — ANALYSIS NEVER VARIES

# PRAGUE POWDER

CREATES A RICH, RIPE, FLAVORY HAM

PRAGUE POWDER is made from a *strong ham pickle*. The *pickle is boiled, aged and forced* as "wet pickle" through a rapid drying process. A drop of pickle becomes a splash of dry PRAGUE POWDER. It is light and dissolves like snow. It is compounded with your salt and sugar easily and uniformly.

PRAGUE POWDER is a new substance, a new curing compound. The curing ingredients have been ripened and aged making a "Homogeneous Mass." PRAGUE POWDER is a UNIFIED UNIT of dry *invisible crystals*, as a firm physical union. Not nitrate and not nitrite.

PRAGUE POWDER has all the curing elements combined in each particle and dissolves quickly, creating a *lasting bloom* on the lean of the meats, leaving no bitterness and no burning.

## PRAGUE POWDER

"A SAFE, FAST CURE" for Hams and Bacon

*Meets B. A. I. Requirements*

## THE GRIFFITH LABORATORIES

1415-25 WEST 37th STREET, CHICAGO, ILLINOIS

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# SLICES

## *right down to the* LAST FRACTION

Substantially increased slicing yield is provided by this new MOULDED Dried Beef Inside. It has an even, smooth surface and squared ends.

Since it is moulded to a predetermined shape, positive, unvarying uniformity results. And because of new processing methods the color is bright and constant—no darker areas.

This new product is good looking in the extreme and even better in quality than it looks.

We'd like the opportunity of proving that the new MOULDED Dried Beef Insides are sound purchases and will help your business. Write for further information and quotations, please.

INCREASED YIELD  
TRUE UNIFORMITY  
BETTER COLOR  
FINER APPEARANCE



*Armour's* STAR  
MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 90. No. 12

MARCH 24, 1934

Chicago and New York

## Another Meat Packer Finds His Greatest Savings in Steam and Power

*Reporting a packinghouse power improvement which again confirms the claims of  
THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE.*

WHEN the new powerhouse was put in operation at its Chicago plant the first week in January, 1934, Wilson & Co. was able to dispense with purchased power—a saving which will run into six figures for the year's operations.

Though its kill has been doubled, and processing and manufacturing departments speeded up accordingly, yet each week shows less coal burned than for the same week a year ago.

These and other savings will be translated into definite figures over a period of time. But enough data already is available to justify engineers' calculations that the savings will pay for the cost of the plant in five years.

### A 20 Per Cent Dividend

This means a 20 per cent net dividend on the investment. Indications are that the savings will exceed the estimate.

This plant—the largest in the Wilson group—formerly bought power for equipment operation, and generated steam for processing. Now it can make more power than needed

for a 100 per cent increased operation, as a by-product of the steam it generates for processing purposes.

In other words, this power costs practically nothing.

There are other benefits besides savings, such as the ability of boilers to carry high overloads efficiently for long periods, and their ready response to fluctuating heavy steam demands.

### Save and Build!

Jacob E. Decker & Sons are saving \$72,000 yearly on steam and power.

Wilson & Co.'s savings (as told here) will run over six figures at one plant alone.

Other packers are making similar savings.

More can do so.

Some packers delay power department modernization because the investment pill is a difficult one to swallow.

But there is a way to get it down—

Work out a well-defined plan for the power department—flexible enough to serve present needs, and capable of change should business expansion require. BUILD AS MEANS PERMIT.

If the packer cannot have a complete new power department now, he can have one in a few years by working on the installment plan—building step-by-step—and he can PAY OUT OF SAVINGS.

In processing and manufacturing departments this means plenty of steam at correct pressure and temperature all the time, an advantage that shows up on cost sheets, both in time saved and quality of product.

In going over this powerhouse the first thing the layman notices is the small amount of labor required. There is no shoveling of coal, no raking out of ashes, no workers watching steam and water gauges. There are no tall stacks belching smoke; only two short steel stacks with light plumes of smoke and a condition that would sat-

isfy the most exacting smoke inspector.

#### No Coal Handling Cost

Coal is handled to the crusher, overhead bunker, through automatic coal scales, to pulverizer mills and into furnaces mechanically. If there is a coal scoop or a slice bar in the plant they were not discovered.

Light ash is removed from the hot gases passing up the stacks so that no

as nearly foolproof as it is humanly possible to make them.

Thus has the Cinderella of the meat plant—the department that most often is forced to shift for itself without the interested supervision given by packer executives to processing and manufacturing departments—come into its own.

As typified in the Wilson and other meat plants where modern power plants have been installed, the packinghouse

The usual practice is to generate steam at 150 to 200 lbs. pressure and to reduce this pressure to say 80 lbs. for process work and to 5 or 10 lbs. for water heating, building heating, etc.

#### How Steam is Used.

In this new power department of Wilson & Co. steam is generated at 380 lbs. pressure, but instead of being put through reducing valves to reduce its pressure for plant processing needs, it is put through turbines of the bleeder type.

Instead of exhausting all steam at a back pressure of 5 or 10 lbs., some of it is drawn from the turbines at a pressure of 155 lbs. This is used to operate engines and turbines, driving pumps, ammonia compressors, etc.

Another quantity of steam is drawn from the turbines at 85 lbs., and sent through the processing steam lines to be used throughout the plant in the usual manner for steam at this pressure.

The remainder of the steam fed to the turbines is exhausted at 10 lbs. back pressure. This is sent through the plant for heating buildings, smokehouses, water, etc.

So far as the quality of steam is concerned, that bled and exhausted from turbines is the same as that which is put through a reducing valve. Steam which passes through a reducing valve does no work. The energy represented by the differences in pressure before and after going through the valve is lost.

#### Power Becomes a By-Product.

Steam put through a turbine, on the other hand, produces power—usually a clear gain. In other words, the steam is reduced in pressure and temperature,



Courtesy Wilson & Co.

#### ENGINEERING MINDS BEHIND A BIG SAVING.

The Wilson power improvement at Chicago was conceived and executed by these three men: (Left to right)—Allen McKenzie, chief engineer; P. L. McGehee, engineer in charge of operation; J. M. Lenone, designing engineer. They had the aid of S. M. Holmes, electrical engineer; T. C. Hayes, chief electrician, and L. M. Gordon, master mechanic in working out their plans.

nuisance exists to cause neighbors and city officials to complain. Ash from the furnaces is handled to a bunker over the railroad track and loaded into cars without physical effort on the part of anyone.

The completeness with which the plant has been mechanized means more than simply a saving in labor. Efficiencies are bettered, costs lowered and chances for errors are reduced because less dependence is placed on the human element.

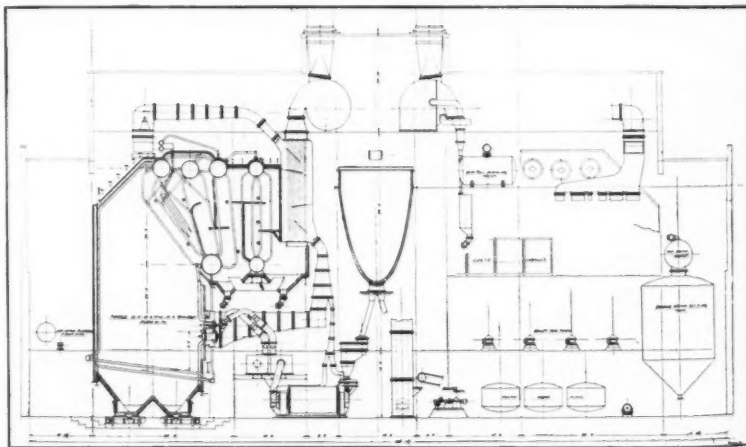
All control is centralized in a control and instrument board. Here an operator—like the captain on the bridge of a ship—has within a limited space all the gauges and instruments to determine at a glance the exact situation in any boiler or turbine. Steam pressures, load on the boilers, furnace and draft conditions, loads on the turbines—all are before him.

#### Controlled by One Man.

If draft needs regulating, if more or less fuel is required by any boiler, if any situation needs changing, the operator need not move from his station or require the help of anyone. A turn of the proper valve brings the needed adjustment. Not only are chances for errors of judgment and inefficiencies of manual regulation practically eliminated, but all details of operation are

power department sets a mark in efficiency and low cost of operation for all the other departments to shoot at.

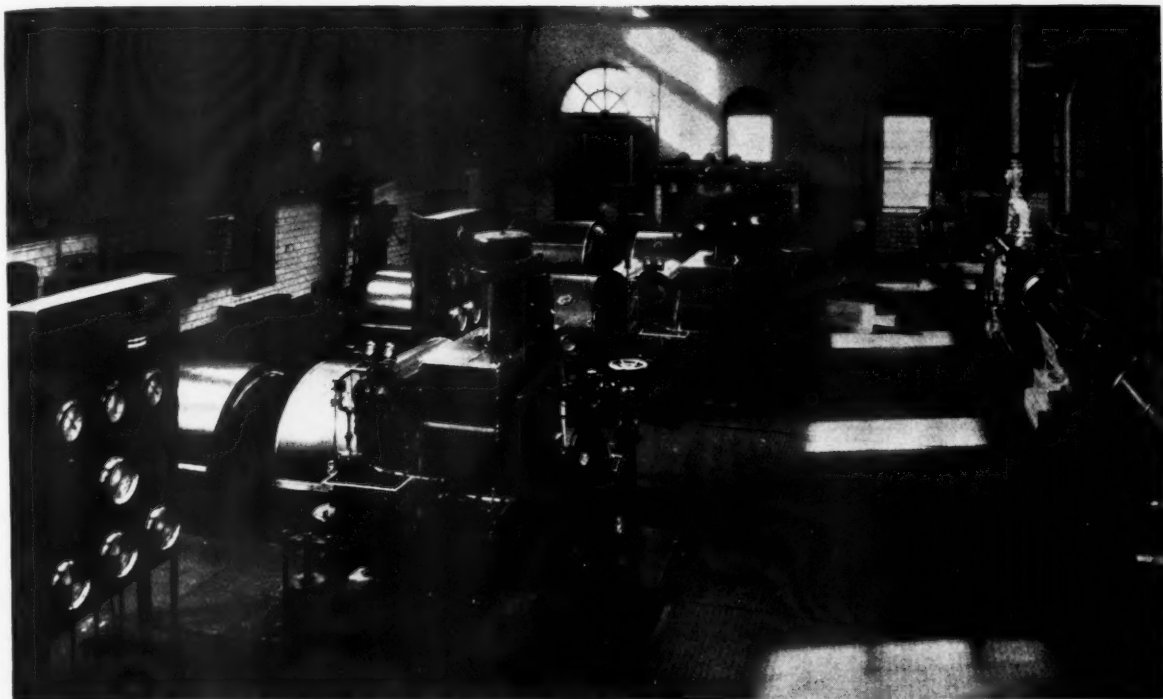
Packers will get a better idea of just how these results are being secured in the Chicago plant of Wilson & Co. if they will visualize a power plant in which steam is produced in the usual manner, though at a somewhat higher pressure, and in which bleeder turbines replace the usual reducing valves.



Courtesy Wilson & Co.

#### LONGITUDINAL SECTION THROUGH WILSON'S NEW BOILER ROOM.

Three bent tube boilers of the type shown here are installed. Steam is generated at a pressure of 380 lbs. Boilers are equipped with forced and induced draft, air preheaters, superheaters and economizers. Powdered coal is burned. The coal bunker above the firing aisle is of the new concrete slab type. Coal is weighed automatically before going to the pulverizers in the basement.



**MACHINES WHICH CUT SIX FIGURES OFF PACKER'S POWER BILL.**

A corner of the engine room in the Chicago plant of Wilson & Co., Inc., showing the three new General Electric turbo-generators with which all of the power for plant operations is made.

At the right is one of several large ammonia compressors. This is driven by a steam engine with steam at 155 lbs. pressure bled from the turbines. Steam from this compressor engine, in turn, is exhausted at 10 lbs. pressure and used for building and water heating, cooking, etc. In the foreground is the instrument board for the first turbo-generator, the smallest of the three.

These turbo-generators and three new boilers generating steam at 380 lbs. pressure have enabled Wilson & Co. to produce power as a by-product of the process steam demand, saving a sum totaling six figures formerly paid for purchased power. In addition, a further large saving is being made in labor and coal.

The boiler room adjoins the engine room at the right. All modern appliances for keeping steam costs low have been installed.

but the energy that would have been lost in a reducing valve does useful work by generating the plant's electrical needs—thus saving power bills.

The meat packing plant, with its large concurrent demands for steam and power, is an ideal set-up for replacing reducing valves with bleeder turbines and generating steam as a by-product.

In the Wilson plant three turbo-generators have been installed. These generate electricity at 480 volts, 3 phase, 60 cycles. One of these has a capacity of 3,125 Kva, one 2,500 Kva and the other 1,875 Kva.

#### Where the Steam Goes.

Steam demand at turbine throttles under average operating conditions has been determined as 172,000 lbs. per hour. From this will be drawn 94,000 lbs. at a pressure of 155 lbs. to operate ammonia compressors, pumps, etc., and 40,000 lbs. per hour at 85 lbs. pressure for plant processing needs. The remainder, 38,000 lbs., exhausted at 10 lbs. pressure, will be used for low temperature processing, building and water heating, etc.

The plant demand for steam at 10 lbs. pressure is 95,000 lbs. In addition to the 38,000 lbs. of this 10-lb. steam exhausted from the turbines, there is an additional 56,000 lbs. exhausted from non-condensing turbines and engines operating ammonia compressors, pumps, fans, etc. As mentioned previously, steam for the operation of this

equipment is bled from the turbines at 155 lbs.

As the supply of steam at 155, 85 and 10 lbs. is obviously determined by the plant electrical demand, a complete system of pressure and de-superheating stations have been installed. These supply steam to each of the process headers, when needed, from the header next higher in pressure.

Therefore, if for any reason there should be a shortage of steam at any pressure, the deficiency is made up automatically. A steam line runs from the main steam header to each reducing valve station.

#### There Can Be No Steam Shortage.

Main high pressure steam header is installed on the wall between engine and boiler room. A separate steam line runs from each boiler to this header, and from the header to each turbine.

Steam is generated at 380 lbs. in three bent-tube, four-drum boilers. These are equipped with superheaters of the convection type, two-drum integral economizers and tubular preheaters.

This pressure of 380 lbs. is somewhat lower than sometimes is used in  
(Continued on page 23.)

### Measuring the Savings

Savings in steam and power being made in the new power plant of Wilson & Co., at Chicago, described in the accompanying article, are clearly indicated, despite the very limited period of operation. Efficiencies are expected to improve as the operating force becomes more familiar with the equipment and more experienced in its operation.

Comparative costs in the new plant with those in the old are not yet available. Several months' operation of the new equipment will be necessary before an accurate average cost can be determined.

In a later issue of THE NATIONAL PROVISIONER costs in this new plant, compared with those in the old, will be given.



# Direct Marketing Outgrowth of Economic Conditions

**P**ACKER representatives appeared before the Senate committee on agriculture this week, and explained their position in relation to direct marketing and to the legislation proposing extension of the packer and stockyards act to direct marketing operations.

Among these were George E. Putnam, economist for Swift & Company, who told of the falling off in hog receipts at some of the principal terminal markets, which he assigned as a major reason for the growth of direct marketing. As an example, he said that in 1918 Chicago handled 19 per cent of the total hogs slaughtered under federal inspection; in 1926 this had dropped to 13 per cent and in 1933 it had increased to 15 per cent.

## Corn and Hog Belt Shifts.

One of the reasons for the change, he declared, was that the corn and hog belt of the country began to move north and west shortly after 1900. This movement led to the establishment of packing plants in these new areas and these drew hogs away from the terminal markets. Corn and hog production began to decline in Missouri and Kansas about that time.

Another factor was that California, with a growing population, began to enter Kansas and Nebraska for her hog supplies, and about the same time the eastern meat packers went into the terminal markets at Chicago and East St. Louis for a part of their hog supplies.

Mr. Putnam stated that the packers at the terminal markets were in such a position in relation to their hog supplies, that they found it necessary to go out into the country in order to obtain adequate numbers of animals to keep their plants in operation.

## Reasons for Direct Marketing.

In outlining reasons for the growth of direct marketing, Mr. Putnam assailed the theory that prices were made at the terminal markets and stated that these markets merely registered the price as a thermometer registers the weather.

A charge that the packers allocated territory by maintaining buying stations at separate points was refuted by the speaker, who pointed out that due to the radio, hard roads and motor trucks, the farmer always had from two to ten outlets for his hogs within one to three or four hours' drive from his farm gate, and that usually the hogs had been sold over the telephone before he left home.

"Any restrictions on freedom in marketing," Mr. Putnam said, "would be certain to lower the producers' return on his livestock. If direct selling were

prohibited, it would then be necessary to consign all hogs to public markets. It would be impossible for packing plants, which now buy direct, to operate successfully if they became subject to long backhauls involving unnecessary transportation expense and loss from shrinkage. A wider rather than a narrower outlet should be the goal of all who want better times for the livestock producer."

Senator Capper asked Mr. Putnam if there was any good reason why the direct selling market should not be regulated. Mr. Putnam replied that he saw no reason why it should be regulated. Mr. Putnam declared in reply to several questions that there was no agreement or allocation of territory whatever among packinghouse buyers and said that there should be no such restriction.

## Canadian Situation Compared.

Mr. Putnam was asked about the Canadian situation and Senator Capper said there was government regulation of direct selling there. Mr. Putnam pointed out that the reason for such regulation was that the Canadian government wanted to sell hog products in England and that the English consumers demanded lean pork, and that was all that the governments wanted sent there. Mr. Putnam went into detailed explanation of the manner in which packers established the prices they are willing to pay for hogs, which were based entirely upon what the packers could get for their finished meat products.

Senator Norris, acting chairman of the subcommittee, closely questioned Mr. Putnam on the future of terminal markets, if the practice of direct selling finally reduced the receipts at terminal markets to the vanishing point. Mr. Putnam declared that if the newer and better form of direct marketing eliminated the central market it would be a natural economic process. But he saw no danger of this.

Reference again was made to the so-called price fixing at the terminal markets and the question raised as to what would happen were these markets closed. Mr. Putnam said that the radio could just as well reflect hog prices as the reports from the terminal markets in the same way that it now furnished daily quotations on direct marketing from Iowa.

Jay C. Hormel, president of Geo. A. Hormel & Co., Austin, Minn., told the committee that his plant took all grades of hogs and all of every load offered by the farmers. He was of the opinion that farmers found it far more profitable to sell direct and he had heard no protest among farmers against direct selling. He said his company was convinced years ago, that the packing plant should get closer to the producer.

Mr. Hormel said further that the claim that cull stock make the top prices at terminal markets is absurd, as competition is so keen locally that he could cite many cases where the sale of hogs turned upon as little as 2c per hundredweight. He doubted that any

such competition existed at the terminal markets. He expressed the belief that any injury to the direct selling practice would injure the small packer along with the producer.

W. H. Wells, president and general manager of the Carstens Packing Co., Tacoma, Wash., testified before the committee, stating that his plant slaughters approximately 225,000 hogs annually and that all were purchased direct. His entire territory, consisting of the northwestern states of Washington, Oregon and Idaho, had no so-called central market. He explained that the various packing plants in these states all bought direct and sometimes went into the central west for hogs. In his experience he had never heard a producer complain of the direct selling practice and was of the opinion that any other method would be resisted by the hog producers in his territory.

Producers of cattle and sheep also use this method of selling and sought no change. "If they sent their stock to a distant central market they could never be sure they could hit a favorable market and that made for uncertainty in addition to the other unfavorable factors in the matter."

Hearings before the House committee on agriculture on the Hope-Wearin bill, which is similar to the Capper bill in the Senate, were held last week.

## DISCUSSES ACCESS TO PACKERS' BOOKS.

In the course of the hearings held by the Agricultural Adjustment Administration early this month on a code for stockyards, the matter of government access to packers' books and records came up for discussion. Thomas Creigh, attorney for the Cudahy Packing Company, defined the reasons why his company objected to blanket access to their records and outlined the type of access about which they would have no complaint.

"We are dealing with a very peculiar situation, much different than if a code were being tendered by a public utility," Mr. Creigh said. "The decisions covering utilities hold, of course, that they have really no right to any privacy of their records; exactly the reverse is true in the case of private business. I think private business realizes, in connection with any code to which it is subject, that there should be reports, and that these should be verified. The main distinction is as to what access to the books will be demanded or granted, for the further verification of that report."

"Consent for access to all records at all times I think means a waiver of the constitutional right," Mr. Creigh said. He was of the opinion that the law was clearly settled, but for the sake of making a record he referred to the case of the United States vs. Cudahy Packing Company (15 Federal 2nd Series, page 133), as the leading one to this effect. "There the court held," Mr. Creigh said, "that it is the duty of the respondent corporation to give access to its books so as to enable the allegations of that complaint to be verified or worked out. But that is the limit;



hence, I think in any code which seeks to give access to books, we shall have to be careful and insist quite strenuously that the limit of that language be confined to what is the limit of the law."

Mr. Creigh said further that he did not see how private corporations can compete successfully if there is any chance of their intimate records "being available to the whole world."

In the further course of his testimony in relation to the access to books and records of the packers, Mr. Creigh was of the opinion that "what the code authority and the public are interested in is what price is being secured, or what wages are paid, and what is the price of the raw material. I would have no complaint to make about 'access' of that character," he said.

Mr. Creigh said further that he thought the government function was "to prevent a wrong" but that when it comes to prescribing right, "I think it is unwarranted."

#### FOOD PRICE ADJUSTMENT.

Labor costs in food prices were fixed this week by the NRA at 6 per cent of retail and 2 per cent of wholesale, the allowance being for "actual wages of labor." It was explained that this does not contemplate a corresponding increase in prices, but simply allocates the share of costs chargeable to labor.

Under the food code provision is made against selling below cost. Since the code went into effect there has been no regulation of labor costs and the markup was ordered by the administration based on the invoice or replacement cost, whichever is lower, after deduction of all legitimate trade discounts, exclusive of cash discounts. It was reported that the allowance had been requested by both chain and independent retail dealers. It will become effective March 31.

#### AAA SPENDS MILLIONS.

No benefit payments have yet been made to hog farmers. Cotton, wheat and tobacco growers, however, have received so far a total of nearly 175 million dollars in the form of rental and benefit payments, according to a recent announcement of the AAA. Nearly 2 million farmers in 46 states have been the beneficiaries. In addition to these payments, almost 50 million dollars has been spent for removal of surpluses, the latter including the emergency pig and sow slaughter campaign of last fall. Administrative expenses of the AAA have totaled nearly 10 million dollars, since its establishment last May.

#### CODE HEARING EXTENDED.

Time for filing briefs and statements on the proposed code of fair competition for stockyards operators, on which a public hearing was recently held, has been extended by the AAA to March 26. Briefs and statements must be in the hands of the Chief Hearing Clerk, Department of Agriculture, Washington, D. C., by that time.

## The Meat Packing Industry Goes On the Air!

**E**XPERIMENTAL radio programs have been arranged by the Institute of American Meat Packers beginning Sunday, April 1 at 3:00 p. m. Central Standard Time, and continuing for 13 weeks over a large number of stations of the National Broadcasting Company.

These experimental programs are divided into 2 distinct parts:

1. A series in a selected area in-



THOMAS E. WILSON.

Mr. Wilson will open the program over the air with a discussion of the processing tax and other subjects of interest.

tended to convey to consumers of meat an idea of the importance of the meat packing industry to the public welfare, and the contributions of the meat pack-

#### CO-OPERATION VITAL NEED.

Closer co-operation between live stock producers and meat packers was urged this week by Wm. Whitfield Woods, President of the Institute of American Meat Packers, at a joint meeting of the Mason City, Iowa, Chamber of Commerce and luncheon clubs. Mr. Woods condemned "suspicion, greed, and unfair practices" as harmful to every phase of the industry.

"Producer and packer are actually business partners, both engaged in the business of providing meat and other live stock products for consumption at home and abroad," he explained. "The packer is merely the marketing agency of the producer and is constantly striv-

ing industry toward the history and economics of the country.

2. A presentation of the facts about the packing industry, including profits, processing taxes, live stock and meat prices and distribution problems, by leading meat packers to an audience consisting, primarily, of producers of livestock in the Corn Belt.

#### Feature Dramatic Sketches.

The experimental program for consumers, which is being arranged by the Department of Public Relations and Trade with the counsel of the Committee on Public Relations, of which G. F. Swift is chairman, will have as an entertainment feature dramatic sketches based on the part that livestock and meat have played in our history. The program will be produced and directed by Robert E. MacAlarney of New York, well known journalist and writer.

The experimental program for producers will be opened with an address by Thomas E. Wilson, Chairman of the Institute's Committee to confer with Live Stock Producers, and Chairman of the Board of Wilson & Co. Mr. Wilson will discuss the processing tax, packers' profits and other subjects of interest.

Each program will be of 15 minutes' duration. The consumer program will be carried by various stations of the National Broadcasting Company on the Red Network in Chicago and east of Chicago, from 3:00 to 3:15 p. m. Central Standard Time.

The producer program will be carried by several stations of the Red Network of the National Broadcasting Company west of Chicago, and of the Northwest group of the National Broadcasting Company. In addition, the producer program will be re-broadcast from 3:15 to 3:30, Central Standard Time, over Station WLS in Chicago and various stations of the Blue Network of the National Broadcasting Company, west of Chicago.

ing to sell the largest possible amount of the producer's products at the highest prices he can get. The fact that he has kept the channels of distribution open in the face of serious obstacles and has thereby provided a daily cash market for the producer is evidence of his spirit of co-operation.

"It is extremely harmful to the entire industry, therefore, if either of these business partners permit suspicion, greed, and unfair practices to interfere with their common interest."

Regarding the charge that profits in the packing industry are exorbitant, the speaker compared them with profits in all manufacturing industries as taken from income tax returns and showed that packer profits in the ten years prior to 1931 averaged less than 1c per dollar of sales, whereas profits in all

manufacturing industries averaged nearly 5c per dollar of sales.

Mr. Woods discussed the problem which has confronted the industry as a result of the processing tax on hogs, saying that "a determined effort has been made by the packing industry to get full value for pork, but it has been impossible to sell meat at sufficiently higher prices to offset the processing tax and thereby avert any adverse effect on the hog market. Large supplies of hogs and pork last fall and winter made the problem even more difficult.

"It should be remembered, however," he said, "that from the proceeds of the processing tax, producers will receive benefit payments if they agree with the government to reduce their production and that, if the plan to reduce the production of hogs is successful, the price of hogs should be affected accordingly. It is also a fact that the administration has used funds to take surplus products off of the market."

Meat consumption during 1933 was the largest on record; but this situation was accompanied by the largest live stock production on record. Hence, it is still further to the credit of the packing industry that hog prices have held up and were higher at the close of 1933 than they were at the close of 1932. An extremely low consumer purchasing power made the problem additionally difficult, Mr. Woods added, but there are at present indications that some improvement in purchasing power is being made.

#### DEATH TAKES GEORGE KERN.

George Kern, president of the meat packing and processing firm of George Kern & Son, Inc., 496 Ninth ave., New York City, died on March 16 at the age of 70 years. Mr. Kern had been ill for more than a year.

Born in Stuttgart, Germany, he came to this country as a young man and worked as a blacksmith's assistant. Out of his savings he bought a small establishment at Ninth ave. and 38th st., New York, which was the beginning of what afterwards became the largest dressed and processed meat plant in the city. A close friend of the late Adolf Gobel, their careers were close parallels, both starting as sausage peddlers. The same interests which took over the Gobel company following Mr. Gobel's death in 1925 later bought the Kern interests and operated both companies under the name of Adolf Gobel, Inc. At the time of its sale, the Kern company was doing an annual business of \$10,000,000.

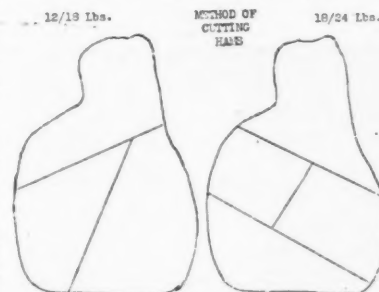
Following this sale Mr. Kern planned to retire from active business and devote his attention to his personal interests. However, with bank failures and drastic declines in real estate values, much of his holdings were swept away. Maintaining that the secret of success is industry and a sense of humor, he returned to active business in 1930 at the age of 67 years, starting the organization of which he was president at the time of his death.

Mr. Kern is survived by his widow, his son George W. Kern, jr., vice-president of the company, a daughter and four sisters. Funeral services were

## Government Calls for Bids on Cut Meats and Wiltshires

NEW bids have been asked by the Federal Surplus Relief Corporation on cut meats and lard and on smoked Wiltshires. The cut meats will supplement those now on hand for April delivery and the Wiltshire sides will be produced during 20 market days in April, for May and later delivery.

As in the case of previous purchases, the meat is bought for two purposes:



**DIVIDING HEAVY HAMS.**

For relief purposes it is desirable that hams weighing 12 to 18 lbs. be divided into three pieces as shown above and those weighing 18 to 24 lbs. into four pieces. In the former case, about 40 per cent of the ham is left in the shank piece and 30 per cent in each of the other two pieces. The heavier hams are so divided that approximately the same amount of meat remains in each.

- (1) to provide food for the needy, and
- (2) to assist in the stabilization of the hog market. Only light hogs will be bought for smoked pork sides.

Awards on cut meats and lard will be made on Schedule 51, on the basis of bids opened on March 29. Those on smoked Wiltshires will be made on Schedule 52, bids being opened March 30.

#### Cut in Convenient Size.

Under Schedule 51, hams, bellies and heavy picnics will be cut into pieces for delivery. This will be done before the product is smoked. Hams weighing 12 lbs. or under will be cut in two pieces, with about 60 per cent in the shank piece. Those weighing 12 to 18 lbs. will be cut in three pieces, about 40 per cent in the shank piece and about 30 per cent in each butt piece, as shown on the accompanying diagram. Hams ranging in weight from 18 to 24 lbs. will be cut into four pieces, the meat content being approximately the same in all of them. The method of cutting is illustrated on the accompanying outline.

Bellies and fat backs will be cut so that 50 per cent of the pieces will weigh 3 to 4 lbs. and 50 per cent 4 to 6 lbs. Boneless butts will be delivered whole.

#### Packaging Specified.

All cut meats are to be wrapped in one sheet of kraft paper as an inner wrapper and one of unwaxed northern kraft paper as an outer wrapper, or in two or more sheets of other grades of paper of equivalent quality and suitable for the purpose. The packages may be tied with string or fastened with gummed tape. The meat is then packed

(Continued on page 41.)

held at the family residence at 11 Hillside ave., with interment private.

#### SIGN CORN-HOG CONTRACTS.

More than 750,000 farmers have signed corn-hog adjustment contracts, it was announced this week by the corn-hog section of the AAA. Reports from extension officials in 20 of the states where the campaign is under way show that approximately 780,000 "first signatures" to contracts have already been listed at headquarters in these states.

Nine leading Corn Belt states, which produce nearly three-fourths of all the country's corn and hogs, have reported more than 700,000 contracts signed to date, with indication that the total from this section will be considerably higher before the campaigns close. This evidence of high percentage sign-up in the major producing states is regarded by officials as assurance that a large proportion of the entire United States corn and hog production will be brought under the adjustment program.

Iowa, with 155,000 contracts, continues to lead all States in the sign-up. Others of the Corn Belt States have reported as follows: Illinois, 90,000; Missouri, 84,000; Indiana, 79,000; Nebraska,

74,000; Minnesota, 65,000; Kansas, 63,000; Ohio, 55,000; South Dakota, 48,000. Texas has reported 19,000 contracts, the highest sign-up to date outside the Corn Belt proper. Tennessee, with 15,000, and Arkansas, with 8,000 are other states where the total of signers is climbing. Many of these States are just getting into the active sign-up phase of their campaigns.

#### CORN-HOG PUBLICITY.

Publicity will be an important medium in administering the corn-hog control program of the Agricultural Adjustment Administration. Five basic facts regarding each farmer's corn and hog production will be published in his local newspaper. These are his production statements on corn acreage for the base period, number of pig litters farrowed during the period, hogs produced for market, feeder and stocker pigs and hogs bought, and the number of corn acres contracted to be left out of production for 1934. Separate production figures for each of the two base period years, 1932 and 1933, will be carried. Control associations, composed of the farmers who take part in the adjustment program, will be responsible for the publication costs.

# EDITORIAL

## Meat Package Redesign

At least three of the larger packers are working on, or have completed, redesign of their packages. A number of others are considering engaging in this work.

In one instance the entire line of wrappers, packages and containers has been revised and brought up to date. One other packer, when he starts the work of package redesign, probably will consider the containers for every product he packages. In other cases, revision of only a portion of the package line is under way, with prospects that further effort will be made when the present programs are completed.

In all cases, simplification of package design and securing of greater attention-getting value and sales appeal are some of the aims sought. Copy is being rearranged so that it will not only be more conspicuous and legible but will also read in logical order. Color is being used in a simpler, broader and more vigorous manner. Useless decorations and "ginger bread" are being kept out.

The ultimate aim, of course, is to devise wrappers, packages and containers that will do a greater share of the selling job—packages that are not simply containers, depending on pre-selling efforts for their appeal, but that are so designed and presented as to become a more important part of a logical and coordinated merchandising program.

Store and market conditions and the greater competition of packages are receiving more attention. Consumer acceptance plays an important part today in the determination of package design. Competition has forced many once successful packages off the market. Today, in addition to other considerations that must be given to his packages, the packer must think out in advance what are the merchandising backgrounds and plan his containers so that they can do the most efficient job under the competitive conditions.

There may have been a time when suitable wrappers and packages could be secured by giving the job of designing them to anyone in the organization who appeared to have the leisure for it.

Today the exacting requirements preclude the possibility of securing worth-while packages by any such method. The importance of packages and containers as selling aids, and the growing competition they are up against from other well-designed containers, are making it almost impossible to get the desired results without the aid of someone with more than an average knowledge of the requirements—someone well versed in the

essentials of good package design and trained in coordinating all elements into an attractive, simple, effective and efficient whole.

Then there are the mechanics of packaging to consider. What materials will serve best? How can labels, containers and cartons be so sized that production costs will be kept within bounds? What inks will hold their brilliancy when exposed, perhaps for long periods, on retailers' shelves? How can designs best be adapted to the various styles, shapes and sizes of containers?

These are only a few of the problems that must be solved in producing effective containers. There are many similar details of package production that easily might be overlooked by the inexperienced. An error in production planning might quickly pile up on an extra expense, more than enough to pay the entire cost of redesigning and expert package-design knowledge.

Some packers have worked out definite packaging policies; others are engaged in this work; more should get busy on these activities. Sentiment for old designs is an impediment to progress in some cases. Packers sometimes hesitate to throw overboard labels and packages with which they have lived and worked for many years. But sentiment is rarely a consideration with the consumer.

In other cases, package improvement is being delayed by fear of the results. Packers with packages that have been in use for many years and are familiar to housewives sometimes hesitate to change. Good-will and consumer demand built by the old containers may be lost, they think.

Such a result seldom occurs. Any improvement in a package, regardless of how well and favorably known the older container may have been, usually is reflected in an increase in volume. And often it is possible to improve a package without submerging its identity entirely.

When is it profitable to redesign a package? This is a question each packer must decide for himself. But whether the packer appreciates the fact or not, packaging has become a definite factor in meat merchandising—a determining element in many instances in building consumer good-will and demand. Package redesign becomes an expense only when ill-advised or neglected too long. Packages kept up-to-date increase sales and lower the unit cost of selling.

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# Practical Points for the Trade

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## Making Baked Hams

What is a good practical method of making baked hams without too much shrinkage? A packer who has not made this product previously says:

Editor The National Provisioner:

We want to make baked hams, and probably baked picnics, but we are under the impression that these products suffer very severe shrinkage in the baking process. Can you tell us how to make them so as to avoid this?

One good method of making baked hams or baked picnics is to use a boiled ham or picnic for the purpose. Picnics are handled in exactly the same manner as hams.

Have the boiled ham quite cold when it is placed in the oven, with the oven at a temperature of 550 degs. F. Score the fat side of the ham, leaving as much fat on as possible. Sprinkle with granulated sugar after scoring. Then brown for about 7 minutes. Remove from the oven and sprinkle a second time with granulated sugar. This is preferred by many to brown sugar. Use all the sugar that will stay on the ham, and try to sprinkle it on as uniformly as possible. Then return to the oven again for 7 to 9 minutes.

This will make a nice hard candy surface without shrinkage, as the sugar that is added will more than offset any shrinkage suffered in the meat.

By this quick method it has been found that the meats are not disfigured as often happens when they are baked from 1 to 3 hours. This is especially true of the boned product. The smoked ham with the bone in may be slow baked if desired. In this case the hams are basted with a sirup made of vinegar, brown sugar and paprika with glucose added. This is regarded as less successful than the sugar sprinkling process, as the hams are often too moist to take a good glaze when they are dipped.

The more attractive the ham or picnic is before it is dipped, the better it will appear afterward.

When making a particularly fancy product some producers pump the hams with a specially flavored pump pickle. This is made as follows:

To 10 gallons of regular pumping pickle add

- 3 oz. whole cloves,
- 1 oz. garlic
- 3 lbs. sugar
- $\frac{1}{4}$  pint mapelene extract.

Boil these together. See that the mixture is well strained before using. The hams may be pumped with this season-

ing in the brine mixture when they are put in cure, or they may be pumped with it as they are being placed in the mold for boiling.

When this is used, line the molds with wet parchment paper so as to hold the flavor in while cooking. Then put about  $\frac{1}{2}$  tea-cup of the seasoning over the ham before it is pressed for boiling.

After the hams are baked they should be returned to the chill room over night before they are dipped.

The glaze for this product is made as follows:

- 9 lbs. white sugar
- $2\frac{1}{4}$  lbs. gelatine
- 1 gal. boiling water

Season the water with a few cloves and 1 tablespoonful of mapelene before adding the sugar and gelatine. The dip may be darkened by adding a little burnt sugar or so-called caramel. This is a strong dip and must be thoroughly dissolved. It is then ready for dipping the cold hams or picnics, after which they are returned to the cooler where they should be allowed to harden thoroughly before wrapping for shipment.

## Figuring Smoked Meat Costs

What does it cost to smoke meats?

How do you arrive at such a cost?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product — wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.?

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

THE NATIONAL PROVISIONER has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Figuring Smoked Meat Costs."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.

## Handling Skins

A packer who has confined his operations to pork, has recently extended to cattle and calf slaughter and asks some information about skins. He says:

Editor The National Provisioner:

In the past we have been pork packers and only recently have expanded into the handling of beef and veal. I know pretty well how to handle hides but am not so familiar with skins. Please tell me how slunk skins are classified and how they are handled. Also what are the skins of very young calves known as, and how are they classified. When does a skin become a kip? How are kipskins graded?

Slunks are divided into two grades — regulars (with hair) and hairless. The latter are further graded by size, into No. 1's running 16 in. and over in width, and No. 2's running 12 in. to 16 in. in width. Any of the No. 1 hairless which are cut are sold as No. 2's. They are generally cured by the smaller packers in fine salt for about the same length of time as calfskins and kipskins, or a little less; packers generally endeavor to move them within a month after take-off.

The larger packers have for some time been pickling both regular and hairless slunks, that is curing them in salt brine. This gives a better cure and avoids salt stains and burns.

Some regular slunks are tanned with the hair on and made into coats; there was quite a demand for these a few years ago for women's coats. Some go into fancy vests, for hunting, etc. Some are tanned with the hair off and used for hat band leather, shoe linings, etc., where they compete with leather from sheep skins. Hairless slunks usually go into drum heads, and must be free from cuts and scores.

Hides from calves one to two days old are generally classed as deacons. They run under 5 to 6 lbs. green, and are usually sold with calfskins under 8 lbs., as light calfskins.

Kipskins are heavier than calfskins and run 15 to 25 lbs. green. They do not sell as high as calfskins, which are under 15 lbs., but bring a better price than light cows, which usually start at 30 lbs. but sometimes at 25 lbs.

The larger packers grade kipskins into natives, over-weights and branded, selling each class separately. The natives and over-weights are further divided into northern and southern, the northern bringing a premium of a cent over southern. The over-weights, which run 25 to 30 lbs. green, are usually sold separately by the larger packers. The smaller packers include over-weights with light cows when production is small.



## Good Selling Souse

As good souse becomes even more popular with the approach of the warmer months of the year, inquiries regarding the preparation of this product are more frequent. One packer says:

Editor The National Provisioner:

We see a very nice souse that is stuffed in Viskings marketed in this area. It is well seasoned, very attractive when cut, contains pickles and peppers and is good and firm. Can you tell us how such a souse is made?

Souse is usually made of pork cheeks, snouts and hog tongues. If the latter are used in considerable quantity, a very attractive product results. All product should be cured for best results.

Cook each of the meats separately and in as little water as possible. This prevents the juices of the meat from being cooked away as usually happens when cooked in large amounts of water, and results in a richer tastier product. Next, run the meats through a fine souse cutter or chop by hand.

Put the chopped meats in a tub or truck and add about 1½ gallons of chopped sweet mixed pickles, previously squeezed out in a strong cloth to remove as much of the moisture as possible so as not to harm the flavor of the souse. Then add one-half of a No. 3 can of chopped pimientos and a small amount of chopped fresh parsley. If desired, 2 or 3 oz. of whole mustard seed may be added.

Stir the meat and seasoning together and stuff in large Visking casings. Have the jelly water hot and ready to use. This jelly water is prepared by dissolving 1 lb. of gelatine to each 3 qts. of water, to which 1 qt. of 90 proof vinegar, 4 oz. sugar, 1 oz. salt and a pinch of cayenne pepper have been added.

The casings are filled nearly full of the meat mixture and the hot jelly water is then poured in. Slant the casings as the jelly water is being added, as this will allow the air to come up on one side and escape and there will be no bubbles in the product. Then tie the casings tight, place them in a box truck, end up, and when finished rinse them off and hang in the chill room.

If handled in this manner the product will turn out to be clear and attractive. If the jelly and meat are mixed together before putting in the container the hot jelly has a tendency to draw out some of the meat juices and make the product cloudy.

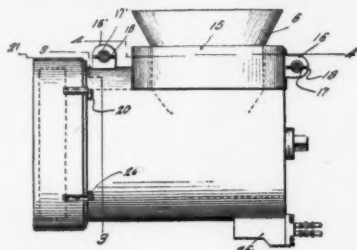
How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

## Recent Patents

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office will be described in this column.

### Refrigerated Meat Grinder.

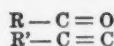
Eugene Biancalana, Brooklyn, N. Y. A cooling attachment for meat grinders comprising a pair of sections connected by hinges with a means for clamping the sections against the grinder. The



sections are hollow and the refrigerant is contained in them. Granted Jan. 2, 1934. No. 1,942,083.

### Margarine with Improved Flavor.

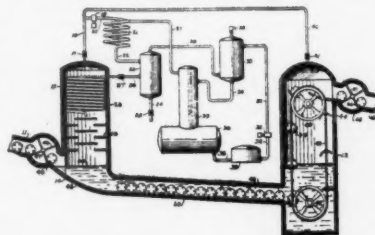
Albert K. Epstein and Benjamin R. Harris, Chicago, Ill. As a new article of manufacture, oleomargarine having included therein a relatively small proportion of diketone having the general structure



wherein "R" and "R'" represent ethyl, methyl, propyl or similar groups, and in which the R and R' groups taken together contain not less than two carbon atoms, nor more than six, in which the carbonyl groups are adjacent to each other. Granted January 30, 1934. No. 1,945,347.

### Quick Freezing Process and Refrigerant.

Harold V. Atwell, Hammond, Ind., assignor to Standard Oil Co., Chicago, Ill. This consists of a closed system comprising a container for liquid refrigerant. There is means for regulating the pressure in the container whereby the refrigerant boils at about -20 to -35°



C. There are sealed gates for passing food into and out of the container and the pressure in the container is not materially altered. Granted January 23, 1934. No. 1,944,857.

### Method of and Means for Removing Skin from Cattle.

Walter Paul Wezel, Maulbronn, Germany, assignor to Chas. L. Jarvis Co., Inc., Gildersleeve, Conn. An apparatus for skinning animal carcasses with a

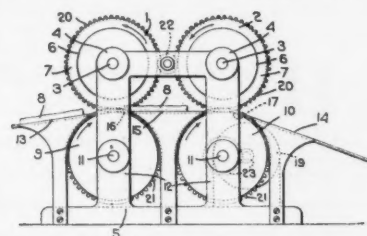
handle and base. A pair of substantially circular plates centrally pivoted to the base form a common axis of oscillation and have dull jagged ends in the periphery for separating the skin from the meat of the animal. The plates have a recessed portion forming prongs depending from the center and in alignment with the longitudinal axis of the base, linkage rocking means pivoted to the base in connection at one end with the prongs of one of the plates and having prongs at the other end. An eccentrically mounted cranking means in the handle with a cross pin in connection with the prongs of the second plate and the prongs of the linkage rocking means for simultaneously actuating both whereby, upon rotation of said means, a relatively opposite oscillating movement is imparted to the plates to push and jog the tissue intermediate the skin and flesh. Granted Jan. 30, 1934. No. 1,945,247.

### Refrigerator Truck Body.

John Alvin Weiland, Phoenixville, Pa. This is comprised of a truck body divided into two sections, one of the sections having a door leading thereto from the outside of the body and the inclined walls, the ice bunker having air passageways along the inclined walls communicating at their lower ends with the lower portion and at their upper ends with the upper portion of second section mentioned. Granted February 27, 1934. No. 1,948,954.

### Machine for Slitting Meat.

Joseph P. Spang, Quincy, Mass. The machine has receiving, delivery and intermediate platforms. There is a feed roll between the receiving platform and the intermediate and one between the intermediate and the delivery platforms.



A rotary knife is suspended above each feed roll. The feed roll and knife elements are geared together and rotated together. Granted Jan. 9, 1934. No. 1,942,500.

### Sausage Making Method and Apparatus.

Charles H. Vogt, Philadelphia, Pa. The ejecting apparatus is comprised of a frame with brackets supported on the frame in transversely aligned pairs. A guide is supported by one pair of brackets, with supporting and guiding members extending longitudinally of the frame member and supported by the guide and the other pair of brackets. Supporting and guiding members are adapted to support a charged mold, with a face in engagement with the guide. The other supporting and guiding members supported by the frame members with means slidably supported on last supporting and guiding members, in alignment with the bores of said mold and means to impart reciprocating motion to last means. Granted Jan. 9, 1934. No. 1,942,582.

"IF HEAT GETS INTO MY  
COLD LINES...DOLLARS  
COME OUT OF MY POCKET!"



"THEN KEEP OUT HEAT WITH  
ARMSTRONG'S CORK COVERING"

**H** EAT has a mighty tough time getting through the new Armstrong's Cork Covering. The baking process knits the cork granules close together, producing a strong, durable insulator. The naturally low conductivity and moisture-resistance of cork insure high insulating efficiency. And because each piece is carefully machined inside, moisture-catching air-pockets are eliminated. It hugs the pipe.

Our sales engineers will be glad to show you in black and white just how much you can save with Armstrong's Cork Covering. If you would like one of our representatives to call, write to Armstrong Cork and Insulation Co., 952 Concord St., Lancaster, Pa.



**Armstrong's**

**CORK COVERING FOR COLD LINES**

**Your Honor...**



My client DeFROSTaire wants  
his name changed to ActionAir  
for business reasons.

SO:

**ACTIONAIR it is!**

It's the same machine.\* Only the name has been changed. The former name described only one of the many benefits it has brought to coolers throughout the country. The new name, ActionAir, suggests its many advantages:

1. Balances temperature throughout cooler. Lowers temperature across the cooler.
2. Reduces shrinkage, discoloration and spoilage.
3. Speeds chilling in fresh-kill and freeze coolers.
4. Banishes mold and musty odors.
5. Controls ice on coils under certain operating conditions.
6. Prevents condensation. No moisture to fall on products or rot out box.

ActionAir does not take up valuable floor space or head room. It is easy to install and economical to operate. It is not a refrigeration machine. It is simply a new-principle air-conditioner which enables your present equipment to operate at maximum efficiency. Both the volume and the direction of the air from this modern air circulator are scientifically controlled.

WRITE FOR DETAILS OF  
**FREE-TRIAL  
OFFER**



**The BROWN Corp.**

118 Chester St.

Syracuse, N. Y.

# Refrigeration and Frozen Foods

## MEAT PLANT UNIT COOLERS.

Unit coolers are among the outstanding refrigerating devices offered for meat plant use during the past few years. These have successfully passed the experimental stages and are rapidly being accepted by packers as efficient mediums for cooler use.

Cooling and air conditioning with forced air circulation has been used extensively in theatres, office buildings, homes, etc. The mechanics of the method and the apparatus are complex, involving the functions of heating and humidifying in winter, cooling and dehumidifying in summer—with in-between-season variations—and cleaning and distribution of the air without drafts.

The season of the year and the live load govern the degree of the various combinations. For these reasons, plants for air conditioning, cooling and heating, are generally of the large, centrally located type. Skilled operation is required for the best results.

The unit cooler and air conditioner has been developed along the lines of the centrally located conditioning plant. All of the essentials of the larger unit are incorporated in it, and the design is such that equivalent or comparable results are secured. However, the unit cooler has advantages in being portable, and practically foolproof. Operating cost is low. These coolers are especially adapted for use in small and medium sized rooms.

Experience has demonstrated that in coolers, work rooms and storage spaces, a mild circulation of air is conducive to improved conditions. Air is freshened, ceiling condensation is diminished,

the spread between the temperature at the ceiling and the floor—often as much as 5 degs. Fahr. depending on conditions—is eliminated, and dead air spaces cease to exist. Stagnant air fosters the growth of mildew and mold and leads to deterioration and damage to product. Packaged goods stored in rooms in which there is adequate air circulation remain in better condition.

Many rooms have excellent storage facilities but often experience prohibits their use for this purpose because products stored in them develop excessive shrink. Unit humidifiers furnish a control over this condition and offer an easy solution for the shrink problem. Collection of moisture on containers where the conventional types of refrigeration are in use generally can be prevented by creating a positive air circulation.

When brine coils are used for cooling a room, the coils are staggered across the ceiling because cold air is heavier and falls to the floor. Heating pipes, on the other hand, are placed near the floor, because warm air rises. When using unit coolers and heaters, the reverse of the usual practice is followed, heaters being placed at or near the ceiling and coolers at the floor. This reversal is possible because these units give very good results when installed in these locations.

Unit coolers have operating advantages not shared by other methods of refrigeration. They are comparatively small and compact and occupy little valuable floor space. No drip pans are required and the expense of trough construction and cleaning is eliminated. There are no troublesome overhead leaks and no expense for frost removal.

No ducts are required. Other than the diffuser heads, no galvanized air ducts are used. Thus there is no expense for

duct renewals—provided, of course, one machine is not used to cool two or more rooms.

Unit coolers with fans for forced air circulation are the more desirable for room cooling in most instances. The first cost per cubic foot of space cooled will be less than for pipe coils. While the cost per pound is still rather high, it may be expected that with an expanding use for these coolers and an increase in production, a reduction in this cost will come.

In another article the various types of unit coolers and their advantages for particular conditions will be described.

## REFRIGERATION NOTES.

Fort Pierce Development Co., Edwin Binney, president, received bids March 14, for furnishing material, labor and equipment for a \$380,000 refrigerated terminal plant to be erected at Fort Pierce, Fla.

The Ashburn Ice & Cold Storage Co., Ashburn, Ga., is now rebuilding their plant which was destroyed by fire in December. Complete meat-curing facilities will be included in the new plant and work is being rushed on the reconstruction.

Southern United Ice Co., Belzoni, Miss., through the efforts of Manager Price, is installing a meat curing plant in conjunction with its ice plant.

Producers Cold Storage Co., Shelby, Mo., plans to erect a poultry and egg packing plant at Clarence, Mo.

W. L. Austin, Miami, Tex., has purchased a brick building in that city which he is remodeling for a modern ice and cold storage plant.

## STEAM AND POWER SAVINGS.

(Continued from page 15.)

by-product power plants, a steam pressure of 600 lbs., perhaps, being somewhere near the average. In a few cases pressure as high as 1,200 lbs. is used successfully. The pressure to be used in each case, however, is a matter that depends on the particular conditions. In this case 380 lbs. satisfied all heat requirements, and there was no advantage in increasing it.

## No Dust or Sooty Smoke.

Forced and induced draft fans driven by synchronous motors through variable speed hydraulic couplings are installed on each boiler. These are located on the fan floor above the boilers. The forced draft fans draw the air through the air-cooled furnace side walls and deliver it to the pre-heaters. Here the quantity of air is divided, part of it being delivered to the coal pulverizer mills in the basement, the remainder furnishing combustion needs.

The induced draft fans draw the air from the furnaces through a dust collector and discharge it to a short steel



**BACON SLICING ROOM REFRIGERATED WITH UNIT COOLER.**

Among the advantages of the unit cooler are that they require small floor space, are easily installed and provide a positive air circulation. They are suitable for small and medium size rooms and coolers.



## PRINCIPAL EQUIPMENT IN WILSON'S NEW POWER PLANT

**Air Preheaters and Soot Blowers.**—Three of 13,788 sq. ft., manufactured by the Lasker Boiler & Engineering Co., Chicago, Ill.

**Boilers.**—Three with 11,220 sq. ft. of heating surface each; bent tube multiple circulation type; 420 lbs. pressure; Combustion Engineering Corp., New York City.

**Bleeder Check Valves.**—Five, 12 in.; Atwood & Merrell Co.

**Boiler Auxiliary Control.**—Westinghouse Electric & Manufacturing Co., Pittsburgh, Pa.

**Boiler Triple Non-return Valves.**—Three, 10 in.; Golden Anderson Valve Specialty Co.

**Blow-off Valves.**—Yarway seatless tandems; Yarnall-Waring Co., Philadelphia, Pa.

**Cross Tube Baffles.**—Acme baffles; R. E. Copeland.

**De-superheating Equipment.**—The Swartwout Co., Cleveland, O.

**Feed and Check Valves.**—The Edward Valve & Manufacturing Co., East Chicago, Ind.

**Forced Draft Fans and Hydraulic Couplings.**—49,000 c.f.m. at 140 degs. Fahr. with 9 in. water resistance; driven by 100 h.p. Westinghouse synchronous motors; American Blower Corp., Detroit, Mich.

**Feed Water Regulators.**—The Swartwout Co.

**Gauge Columns and Micasight Gauge.**—Reliance Gauge Columns Co., Cleveland, O.

**Feed Water Level Recorder and Indicator.**—Bailey Meter Co., Cleveland, O.

**Flow Meters.**—Republic Flow Meters Co., Chicago, Ill.

**Induced Draft Fans, Hydraulic Couplings and Dust Collectors.**—70,400 c.f.m. at 340 degs. with 7.4 water resistance, driven by 150 h.p. Westinghouse synchronous motors; American Blower Corp.

**Integral Economizers.**—Three, each of 11,220 sq. ft.; Combustion Engineering Corp.

**Main Bus Structure.**—Westinghouse Electric & Manufacturing Co.

**Pressure Reducing Valves.**—Boylston Steam Specialty Co., Chicago, Ill.

**Pneumatic Ash Conveyor.**—Driven by a 75 h.p. Allis-Chalmers motor; United Conveyor Corp., Chicago, Ill.

**Recording Thermometers.**—Taylor Instrument Co., Rochester, N. Y.

**Superheaters.**—Three, each with a capacity of 130,000 lbs. of steam per hour, 110 degs. superheat. The Superheater Co., New York City.

**Soot Blowers.**—The Diamond Power Specialty Co., Detroit, Mich.

**Safety Valves.**—Ashton Valve Co., Boston, Mass.

**Turbo-Generators.**—Three; one, 3,125 Kva; one, 2,500 Kva; one, 1,875 Kva; General Electric Co., Schenectady, N. Y.

**Water Walls and Screens.**—Three each of 1,570 sq. ft.; Combustion Engineering Corp.

stack. The concentrated dust from the fan inlet cyclone goes through a secondary elimination cyclone, from which the dust drops into receivers. The cleaned air then goes back to the fan suction.

Pulverized coal burners are located in the furnace wall under the mud drums. This wall and the side walls are sectionally supported and air cooled.

Roof and wall opposite the pulverized coal burner are water cooled. There is also a bare tube water screen across the furnace above the ash hopped bottom.

Ash hoppers under furnaces, fly ash hoppers between boilers and economizers and preheaters and the dust collectors are connected to a pneumatic ash-conveying system. This delivers the ash to an ash storage hopper above the coal track. From this hopper the ash flows by gravity into railroad cars.

Coal is dumped directly from the cars into a hopper, from which it is taken on an apron conveyor to a ring crusher sizer. It is then taken by a belt conveyor and a bucket elevator to a distributing belt, which delivers it to a bunker over the boiler room firing aisle.

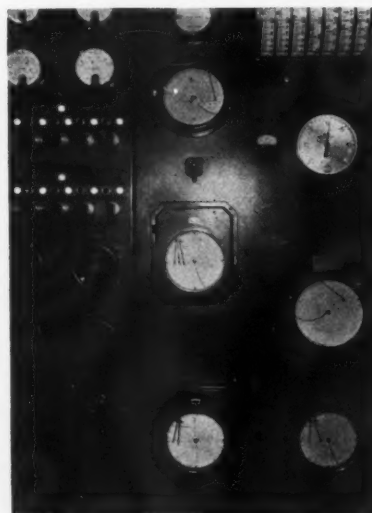
This bunker, which has a capacity of about 260 tons, is of the new reinforced concrete slab type. It is supported by steel straps suspended from structural steel work. It is believed to be the first construction of this type in a meat plant.

From the bunker the coal flows by gravity to continuous weighing ma-

chines, one for each boiler, from where it is dropped into ball tube type pulverizer mills, two to each boiler. From these mills the pulverized coal is conveyed by an air blower to the four burners on each boiler.

### Feed Water Carefully Treated.

Progress of the boiler feed water from city mains to boilers is as follows: To open low pressure steam heater on



Courtesy Wilson & Co.

### INSTRUMENT AND CONTROL BOARD.

This is located in the firing aisle between the boilers, in the boiler room. Here the operator in charge has before him at all times the information he needs for maintaining the highest efficiency. Without leaving his post he can regulate conditions by means of handles at the left.

top of settling tank. This tank has a capacity of one hour boiler supply. Hot water flows to the settling tank through a mixing valve, where the chemicals for settling are added.

From the settling tank the hot water goes through filters to the suction of the booster pumps, which deliver the water to the de-aerating heater, using steam at a pressure of 85 lbs.

Boiler feed pumps deliver the water from the de-aerating heater to the economizers. Boiler water is conditioned further by being drawn through filters from boiler drums, and returned to the bottom header of water wall tubes, stimulating circulation through these tubes.

Condensate return lines from processing departments discharge into a treating tank, where oil and grease are removed. The condensate is then taken through filters and into the settling tanks.

### Getting a Power Balance.

In the installation of a by-product power plant such as this the ideal condition would be an exact balance between the quantity of steam fed to the turbines and the quantity of steam required in processing and manufacturing departments.

Obviously, with widely fluctuating steam and power demands such as occur in a large meat packing plant, such a condition would be difficult to maintain at all times. It may be approached, however, by providing boiler and engine room equipment, such as compressors, pumps, fans, etc., with both steam and electric drives, so that the power required to drive these can be shifted from steam to electricity as the plant balance requires.

Securing a very close balance is sometimes very expensive in first cost of equipment, so that often it is desirable not to attempt to secure it, but to be on the safe side so far as operating costs are concerned by having the average steam demand exceed somewhat the average power demand.

All of the auxiliary apparatus in the Wilson plant is motor-driven, with the exception of two of the four boiler feed pumps. These are operated by turbines exhausting against a back pressure of 10 lbs. Steam for driving them is taken from the 155 lb. steam line. Operation of these pumps is controlled from a combined control and instrument board located in the firing aisle.

### Little Labor Required.

Labor has been largely eliminated from the operation of this plant—all apparatus and conditions being controlled from this combined instrument and control board. Here the operator in charge can see at a glance the situation prevailing in all boilers and auxiliaries at all times, and can maintain conditions conducive to the best efficiency.

The plant was designed and erected by the engineering department of Wilson & Co.—Allen McKenzie, chief engineer; J. M. Lenone, designing engineer; P. L. McGehee, engineer in charge of operation; S. M. Holmes, electrical engineer; L. M. Gordon, master mechanic of the Chicago plant; T. C. Hayes, chief electrician of the Chicago plant.



## Light weight protection for pre-cooled loads

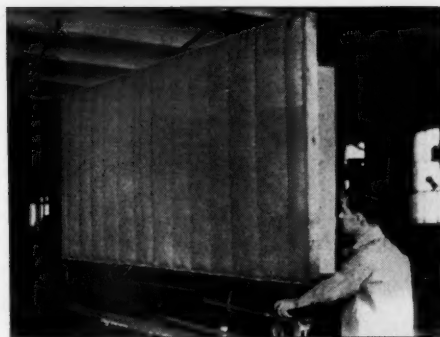
On short hauls, meats requiring low temperatures do not need refrigeration if loaded direct from the cooler.

But trucks used for this purpose must be properly insulated. Otherwise there is great risk that the load will warm up in transit. It will certainly absorb heat that must be refrigerated out after delivery.

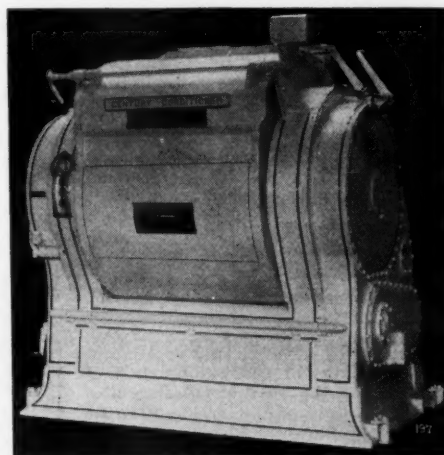
With Dry-Zero Insulation in your unrefrigerated trucks you can be sure of safely carrying a pre-cooled load for considerable distances without loss of temperature. With a five-ton load, for example, and 2½ inches of Dry-Zero Insulation throughout, the rise in temperature will be only about one degree per hour.

Dry-Zero is so light in weight—only 15/100ths of a pound per board foot—and so efficient—its heat resistance coefficient is 0.24 B.t.u.—that everywhere truck builders use it and truck buyers specify it.

Write to the Dry-Zero Truck Insulation Engineering Department for complete information. Dry-Zero Corporation, Merchandise Mart, Chicago, Illinois. Canadian office, 687 Broadview Avenue, Toronto, Ontario.



This machine jolts and vibrates a panel of insulation, just like a truck does in daily use. The only difference is that this device has a counter, which tells how many jolts are given. This machine would quickly show if insulation packed or settled. More than 1,000,000 jolts have been given to a section of Dry-Zero without showing the least sign of settling.



This bakery dough mixer is cooled by a continuous circulation of brine. To achieve the highest efficiency and keep down operating costs, Dry-Zero is used to insulate the water jacket. One result is the complete elimination of condensation on the outside walls of the mixer, even though temperatures below zero are sometimes maintained. Manufactured by Century Machine Company, Cincinnati.



### Borrowed Cold

No refrigerant is used in the 14 new National Tea trucks, like this one. Dry-Zero insulation holds in the cold of the pre-cooled load and keeps out the heat of the summer sun. Highland Body Manufacturing Company, of Cincinnati, built the trucks, using aluminum panels, one-piece aluminum floor pans and one-piece sheet aluminum roofs. National Tea has many another Dry-Zero insulated truck in service.

For efficiency and permanence  
use Dry-Zero insulation



**DRY-ZERO**  
THE MOST EFFICIENT TRUCK INSULANT KNOWN

## Backus Baskets for Delivering Meats



Easily cleaned  
—  
Sanitary  
—  
Light enough  
to reduce  
deadweight  
—  
Strong enough  
to stand  
the knocks!

**A. BACKUS, JR. & SONS**

1522 W. Fort St., Detroit, Mich.

**SAVE 10% to 25% on GASOLINE**

**THE  
CITIES SERVICE  
POWER PROVER**

WHAT IT IS!  
WHAT IT DOES!  
WHO USES IT!



This booklet will tell  
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For your copy write to  
**CITIES SERVICE POWER  
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Room 725  
60 Wall St.,  
New York City

**CITIES SERVICE POWER PROVER**

### GENERAL FOODS EARNINGS.

Net earnings of General Foods Corporation for the year ended December 31, 1933, totaled \$11,032,948, after all charges and expenses and provision for income taxes. This compared with earnings of \$10,343,882 in the preceding year. Ratio of the company's current assets to current liabilities was 6.8 to 1. A steady improvement has been shown in this relationship which stood at 3.7 to 1 in 1929. The company's earned surplus as of December 31, 1933, after dividends was \$12,375,743.40. Stockholders of the company number 58,000.

### NEW YORK CHAIN TAX.

Chain stores in New York would be taxed as are these in Indiana, if a bill introduced into the New York legislature last week becomes law. The Indiana tax, which was upheld by the United States Supreme Court, provides for a base of \$3 per store. Additional stores would be taxed at the rate of \$50 up to five, \$250 up to ten, \$500 up to twenty and \$1,000 for all over twenty.

### RUSSIA OPENS CHAIN STORES.

Russia is to have a chain of grocery stores, located in Moscow, under the auspices of the Moscow Retail Trust. Thus far 30 stores have been allotted for this purpose by the Moscow soviet. In addition, 75 grocery stalls are being opened at the various public markets and railway stations. The new stores are "open" stores. These are distinct from "closed" stores selling to a limited clientele.

### New Trade Literature

Brief reviews of advertising literature of interest to operating and merchandising executives in the meat packing and allied industries. Copies of the publications mentioned here may be obtained by addressing those issuing them, or **THE NATIONAL PROVISIONER**, 407 S. Dearborn st., Chicago Ill.

**Lungstrom Air Preheater.** Air Preheater Corp., 60 East 42nd st., New York City.—A new bulletin (No. 933) illustrating various applications of the Lungstrom air preheater for increasing the efficiency of boilers. Bulletin should be of interest to meat packers interested in heat recovery in their power plants.

**Carbondale Combined Units with Duplex Vertical Ammonia Compressors.** Carbondale Machine Co., Carbondale, Pa.—Bulletin 1,133, which covers pictorially and descriptively the details of the Carbondale ammonia compressor as applied to combined units. Up-to-date details, such as tapered roller bearings, strip plate inertia valves, Cooke seal packing and other improvements are featured. Many large and clear cross sectional views of the compressor, as well as tables of pipe connections and overall dimensions, are included.

**A Practical Guide for Combinations on 1½-ton Trucks.** The B. F. Goodrich Company, Akron, O.—A four-page booklet including a tire change-over guide for 1½-ton trucks, giving the payload in pounds, tire size, rim size and dual spacing in inches for both

## Builders of Refrigerator Delivery Equipment Exclusively Since 1907



Our refrigerator bodies are not an experiment but a tried and dependable product, the result of specializing in this field. The Modern and Sanitary method of delivery. Write us for our latest bulletin No. 104.

**MEYER BODY CO., INC.**

216 Elm St.

Buffalo, N. Y.

the 131- and 157-in. wheelbases. Illustrations showing application of single tires, proper dual spacing and dual installations are included.

**Combustion Control Equipment.** Hagan Corporation, Pittsburgh, Pa.—A series of new bulletins describing the construction, operation and application of the various units of automatic combustion control equipment manufactured by this company for power plant use. The complete line of Hagan control apparatus has been redesigned and improved during the past two years, and these bulletins, known as "series DR," explain the improved apparatus.

**Blue Streak Grinders and Pulverizers.** Prater Pulverizer Co., 1829 So. 55th ave., Chicago, Ill.—A 48-page booklet in which are discussed the grinding principles developed by this Company. Illustrated descriptions of the complete line of crushers, grinders and pulverizers manufactured by the firm are also shown, the remainder of the booklet being devoted to engineering data. The information given should be of interest to meat plants using this type of equipment.

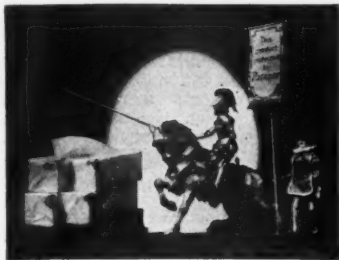
**Hoists For Every Plant and Purpose.** The Harnischfeger Corp., 4400 West National ave., Milwaukee, Wis.—Treats on the application of hoists to both general and specific problems. Illustrated in color with photographs of installations and diagrams explaining simplified construction and operation, it covers vital points in modern hoist design. The bulletin lists the ratings and operating ranges for type "R" hoists along with specifications and electrical accessories.

# A Page for Purchasing Departments

## SUBTLETY IN ADVERTISING.

Meat packers and producers of foods of all kinds will note with interest a new form of advertising which has come across the horizon in 1934 to tell the story of food protection through the use of Patapar wrappers.

Patapar is the name for Paterson Vegetable Parchment and has become familiar to women in recent years through its identifying Keymark showing a Knight in armor bearing a shield, on which appear the words "This Prod-



uct Protected by Patapar." Many food producers have adopted it on the printed Patapar wrappers of such foods as butter, lard, meats, vegetables, cheese, confectionery and ice cream.

The new advertising theme is a development of the symbol of food protection. The Knight has been mounted on horseback, attended by a medieval page. The figures are by Tony Sarg, world-famous creator of marionettes. They are done in his inimitable style, with exacting attention to authentic detail. Limbs are jointed, to provide for every conceivable attitude.

The advertisements will feature close-up photographs of Patapar-wrapped foods, with the Knight on his charging steed, and his attendant page, standing guard against any contamination from dirt, dust, germs and odors.

## STEEL CONTAINER SPECIALIST.

Roy E. Hurd, formerly in charge of the Southern office and factory of the Wilson & Bennett Mfg. Co., steel container specialists, located in New Orleans, has recently been transferred to the Eastern office and factory at 353 Danforth ave., Jersey City, N. J. Mr.

Hurd has been connected with this company for a number of years, is thoroughly familiar with steel container business, and capable of rendering excellent advisory service to users and prospective users.

## GAIR GROUPS SIX PLANTS.

Robert Gair Company, Inc., manufacturers of paperboard and paperboard products, announce through president E. Victor Donaldson that the six plants now operating as divisions have been incorporated as wholly owned subsidiaries under the following names, effective March 1, 1934: Piermont, Gair Cartons, Inc.; Thames River, Gair Thames Containers, Inc.; Connecticut Corrugated (Shelton), Gair Shelton Containers, Inc.; Warner & Childs (Medford), Gair Boston Containers, Inc.; Haverhill, Haverhill Boxboards, Inc.; Tonawanda, Tonawanda Boxboards, Inc.

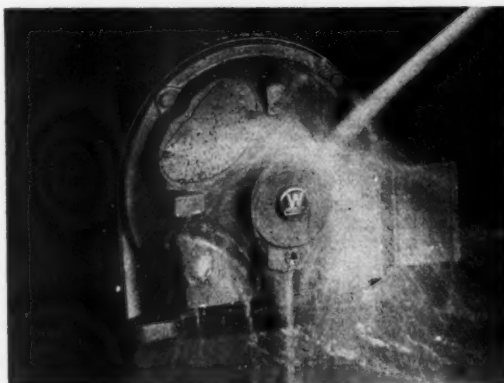
## SPLASH-AND-DRIP-PROOF MOTOR.

Motors of new design, suitable for equipment drive in the meat packing plant and protected against water splash and drip, have been placed on the market recently by the Westinghouse Electric & Mfg. Co., Pittsburgh.

The motor windings are protected against the entrance of water by covers and baffles. Added protection against motor damage by moisture is provided by windings insulation, two coats of which are applied and baked on. One of these is a protection against moisture and mild chemicals, the other against oil.

Ventilation is designed to eliminate hot spots and consequent insulation aging. Air entering the motor passes to the center line from where it is guided by deflectors and baffles into the recesses of the motor windings.

Conduit connections are also protected against splash and drip. Conduit boxes provide liberal wiring space and may be had on either side of the motor. Westinghouse sealed-sleeve bearings are standard on these motors, but ball bearings can be furnished if desired. Mounting dimensions are the same as for open motors. The motors may be had in various types and for alternating or direct current.



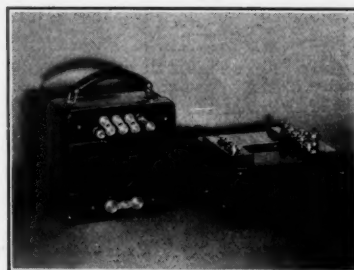
## PROOF AGAINST WATER

A hose bath directly on the motor will not harm the windings because they have received separate applications of two different insulating compounds, baked after each application. Water striking the floor or machine base will not enter the motor because of a bracket guard and inner baffles.

## PORTABLE TRANSFORMERS.

A new portable current transformer for use with indicating and recording instruments has been developed recently by the Esterline-Angus Co., Indianapolis, Ind. Each transformer has nine primary current ranges, of 10, 12.5, 25, 50, 100, 160, 200, 400 and 800 amperes capacity. Secondary capacity is 5 amperes, adapting it to use with all standard A. C. ammeters, wattmeters and power factor instruments.

The volt-ampere rating is 25, and transformers are compensated for a load of 15 volt-amperes. This high volt-ampere rating enables the trans-



## PORTABLE CURRENT TRANSFORMERS.

They are of cast aluminum and suitable for all kinds of portable testing.

former to operate several instruments simultaneously at high accuracy. These transformers are insulated for use on circuits of all voltages up to and including 2,500 volts.

The containing cases are cast aluminum to withstand rough usage. After assembly, all moisture is removed from the windings and the case is then completely filled with an insulating compound which excludes all moisture. This makes the transformer safe to use in mines, manholes and damp places. Weight is 28 lbs.

Cores are made of a selected grade of electrical sheet steel, proportioned to give exceedingly low ratio and phase angle errors. Each transformer is provided with a built-in secondary short-circuiting switch for the protection of operator. Finish is black baked enamel and nickel plate.

These transformers are designed for all kinds of portable testing. Their range is such that they cover the usual capacities of electrical equipment used in industry.

## NEW CLEANING COMPOUND.

A new-type floor cleaner and purifier, known as Stonhard Stonflush, combines solvent action to help the cleaning process, with sterilization. This product is odorless and may be used wherever food or beverage products are manufactured. It comes in crystal form and is readily dissolved in the flushing water. It is said that the solution actually closes the minute surface pores of the concrete, giving added life and longer wear to floors so treated. Stonhard Stonflush is manufactured by the Stonhard Co., 401 N. Broad st., Philadelphia, Pa.



## FEBRUARY FRESH MEAT PRICES COMPARED

### New York.

Wholesale fresh meat prices for February, 1934, with comparisons:

	Feb. 1934.	Jan. 1934.	Feb. 1933.
<b>BEEF.</b>			
Steer:			
300-500 lbs., Choice	\$10.90	\$10.97	\$10.78
Good	9.52	9.67	9.25
Medium	7.95	7.96	7.86
Common	6.75	6.66	6.52
500-600 lbs., Choice	10.93	10.92	10.92
Good	9.48	9.69	9.34
Medium	7.92	7.98	7.88
Common	6.75	6.66	6.55
600-700 lbs., Choice	10.64	10.51	10.43
Good	9.14	9.21	8.97
Medium	7.92	7.83	7.70
Common	6.75	6.66	6.55
700 lbs. up, Choice	9.85	9.74	10.12
Good	8.76	8.54	8.88
Medium	7.27	7.30	7.15
Cow—			
Good	6.47	6.66	6.43
Medium	5.53	5.81	5.72
<b>VEAL AND CALF CARCASSES.</b>			
Veal—			
Choice	12.00	11.98	13.47
Good	10.75	10.53	11.90
Medium	9.29	9.29	10.70
Common	8.04	8.10	9.24
Calf—			
Good	8.71	10.28	
Medium	7.71	8.83	
Common	6.81	7.35	
<b>LAMB AND MUTTON.</b>			
Lamb—			
38 lbs. down, Choice	17.15	14.56	14.26
Good	16.48	13.97	13.48
Medium	15.59	13.06	12.53
Common	11.91		
39-45 lbs., Choice	16.73	13.98	13.58
Good	16.16	13.47	12.95
Medium	15.34	12.67	12.18
Common	11.91		
46-55 lbs., Choice	16.24	13.06	12.21
Good	15.56	12.42	11.24
Mutton (ewe)—			
70 lbs. down, Good	8.43	6.80	7.24
Medium	7.40	5.94	6.38
Common	6.33	4.79	5.96
<b>FRESH PORK.</b>			
Hams—			
10-14 lbs. avg.	10.87		
Loins—			
8-10 lbs. avg.	14.43	10.56	9.00
10-12 lbs. avg.	10.50	9.63	
12-15 lbs. avg.	13.42	9.93	8.24
16-22 lbs. avg.	12.36	9.25	7.48
Shoulders, N. Y. style, skinned.			
8-12 lbs. avg.	10.76	7.73	6.90
Picnics—			
6-8 lbs. avg.			
Butts, Boston style.			
4-8 lbs. avg.	13.21	9.14	8.02
Spareribs, half sheet.	6.84	6.10	

### Chicago.

Wholesale fresh meat prices for February, 1934, with comparisons:

	Feb. 1934.	Jan. 1934.	Feb. 1933.
<b>BEEF.</b>			
Steer:			
300-500 lbs., Choice	\$10.75	\$10.70	\$10.69
Good	9.42	9.44	9.14
Medium	7.91	7.55	8.01
Common	6.36	5.90	6.96
500-600 lbs., Choice	10.38	9.90	10.05
Good	8.91	8.89	8.92
Medium	7.41	7.39	7.92
Common	6.36	6.90	6.92
600-700 lbs., Choice	9.38	8.98	9.11
Good	8.35	7.98	8.02
Medium	7.11	6.74	7.15
Common	5.90	5.90	5.70
700 lbs. up, Choice	8.50	8.49	8.80
Good	7.50	7.50	7.78
Medium	6.74	6.70	6.84
Common	5.22	5.03	5.20
<b>VEAL AND CALF CARCASSES.</b>			
Veal—			
Choice	10.40	9.94	12.05
Good	9.40	8.96	10.95
Medium	8.18	7.88	9.80
Common	7.18	6.90	8.22
Calf—			
Good			
Medium			
Common			
<b>LAMB AND MUTTON.</b>			
Lamb—			
38 lbs. down, Choice	16.02	14.13	13.00
Good	15.10	13.45	12.38
Medium	14.21	12.60	11.34
Common	11.91		
39-45 lbs., Choice	16.02	14.13	13.00
Good	15.10	13.45	12.38
Medium	14.21	12.60	11.34
Common	11.91		
46-55 lbs., Choice	15.06	12.68	11.49
Good	14.21	11.78	10.88
Mutton (ewe)—			
70 lbs. down, Good	7.35	5.90	7.85
Medium	6.35	4.88	6.85
Common	5.35	3.86	5.68
<b>FRESH PORK.</b>			
Hams—			
10-14 lbs. avg.	9.94	8.97	
Loins—			
8-10 lbs. avg.	13.42	9.38	8.30
10-12 lbs. avg.	13.30	9.37	8.28
12-15 lbs. avg.	12.20	8.96	7.56
16-22 lbs. avg.	11.22	8.51	7.14
Shoulders, N. Y. style, skinned.			
8-12 lbs. avg.	9.59	6.50	5.85
Picnics—			
6-8 lbs. avg.			
Butts, Boston style.			
4-8 lbs. avg.	11.91	7.56	7.14
Spareribs, half sheet.	5.65	5.31	

## 20-YEAR MEAT EXPORT RECORD.

Some idea of the decline in the export of the major packinghouse products is presented by George Marples, export manager of the Cudahy Packing Company, in figures for 1933 and 10 and 20 years previous. There are as follows:

	1933.	1923.	1913.
Lard	379,071,000	1,035,381,000	519,025,384
Hams and Shoulders	73,579,000	372,082,000	159,544,687
Bacon	20,397,000	456,787,000	200,963,584
Fresh Pork	14,410,000	54,690,000	2,457,997
Pickled Pork	16,608,000	41,840,000	53,749,083
Oleo Oil	33,763,000	96,954,000	91,849,757
Neutral Lard	5,105,000	24,128,000	44,777,692
Pickled Beef	12,734,000	23,041,000	25,856,919

"During the war years and the few years immediately following, Europe was still hungry and our exports showed a large increase over the year 1913, a prewar year," Mr. Marples said. "In 1913, our exports of lard exceeded one billion pounds and had a money value of 130 million dollars. Of this amount Germany took 377 million pounds. Last year the exports were 579 million pounds of which Germany took only 126 million. Per pound value of the lard exported in 1923 was 12.60c as against 5.89c in 1933."

Bacon exports in 1933 were only 5 per cent of those for 1923 and only 10 per cent of the 1913 export. The 1933 per pound value was only about half of that ten years previous.

### CURED MEAT PRICES.

Cured pork prices at Chicago for February, 1934, with comparisons, are reported by the Bureau of Agricultural Economics as follows:

	Feb. 1934.	Jan. 1934.	Feb. 1933.
<b>CURED PORK AND PORK PRODUCTS.</b>			
Hams, smoked, reg. No. 1—			
8-10 lbs. av.	\$14.24	\$13.52	\$13.00
10-12 lbs. av.	14.16	13.51	12.75
12-14 lbs. av.	13.88	13.51	11.80
14-16 lbs. av.	13.88	13.51	11.00
Hams, smoked, reg. No. 2—			
8-10 lbs. av.	12.18	11.50	10.88
10-12 lbs. av.	12.04	11.15	10.25
12-14 lbs. av.	11.91	11.25	9.91
14-16 lbs. av.	11.91	11.25	9.38
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.	14.06	13.20	11.04
18-20 lbs. av.	14.00	13.10	10.38
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.	11.81	11.05	8.88
18-20 lbs. av.	11.62	10.40	8.76
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.	16.42	15.35	13.55
8-10 lbs. av.	16.42	15.35	13.28
Bacon, smoked, No. 1, S. P. cure—			
8-10 lbs. av.	12.49	11.60	9.25
10-12 lbs. av.	12.25	11.50	9.00
Picnics, smoked—			
4-8 lbs. av.	9.19	7.97	6.74
Backs, dry salt—			
12-14 lbs. av.	7.53	7.50	5.63
<b>LARD.</b>			
Refined, hardw. tubs.	7.90	6.93	5.76
Substitutes	7.78	7.06	6.06
Refined, No. 1 cartons.	8.16	7.28	6.06

### CANADIAN MEAT IMPORTS.

Meat imports into Canada from the United States and total imports for January, 1934, with comparisons, are reported by the Dominion Live Stock Branch as follows:

	Jan. 1934.	Jan. 1933.	Total Imports.
	lbs.	lbs.	lbs.
Beef	1,063	4,818	1,063
Bacon and Ham	360	796	360
Pork	137,393	124,091	137,393
Mutton and Lamb	360	480	720
Lard	479,460	503	479,460
Lard compound	145,212	50	145,212

Total imports of meats into Canada during January, 1934, were 853,520 lbs. as against 237,925 lbs. in the same month a year previous, the chief difference being in lard and lard compound.

### FEWER CANADIAN HOGS RAISED.

Decline in the population of Canadian hogs which began in 1931 continued during 1933, according to the official live stock survey as of December 1. On that date hog population was placed at 3,587,900 head, a decline of 15.9 per cent from that of a year earlier when there were 4,125,000 hogs.

Breeding intentions for the December-May period of 1933-34 show an increase of 8.8 per cent over the same period a year earlier. Outlook for hog marketings during the year is stated by the Dominion Bureau of Statistics as follows: "For the spring and summer months, there are indications of reduced marketings compared with the same months of 1933. If the expressed intentions with regard to spring farrowings are carried out there will be an increase of marketings in the fall of 1934 and the winter months of 1934-35. The recent rise in price would tend to increase late breeding. The trend of prices will, of course, affect the percentage of young hogs sold."

Cattle and calves on farms December 1, 1933, were estimated at 8,459,800 head, an increase of 4½ per cent over the population of a year earlier. The increase was primarily in milk cows.

### RELIEF PORK STOCKS LESS.

Relief pork held by packers for the account of the Federal Surplus Relief Corporation totaled 40,637,000 lbs. on March 17. This was a decline of 10,000,000 lbs. from two weeks earlier, or 19.9 per cent. New bids have been requested by the corporation, to be opened March 29 and 30 for cut meats and lard and for smoked Wiltshires.

### CANADIAN STORAGE STOCKS.

Cold storage stocks of meat in Canada on February 1, 1934, with comparisons, are reported as follows by the Dominion Live Stock Branch:

	Feb. 1, 1934.	Jan. 1, 1934.	Feb. 1, 1933.
	lbs.	lbs.	lbs.
Beef	13,771,075	14,848,389	9,636,964
Veal	878,649	1,230,397	581,614
Pork	23,719,077	24,278,470	31,350,352
Mutton and lamb.	5,092,846	7,103,578	4,009,264

### CANADIAN EXPORTS TO U. S.

Exports of livestock and meats from Canada to the United States are officially reported as follows:

	Jan. 1934.	Jan. 1933.
	lbs.	lbs.
Cattle, No.	408	368
Calves, No.	7	4
Hogs, No.	3	2
Sheep, No.	2	32
Beef, lbs.	100	32,400
Bacon, lbs.	51,800	81,100
Pork, lbs.	11,500	115,200
Lard compounds, lbs.	1,000	400



# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fairly Active—Market Heavy—Hogs Easier—Western Run Slightly Larger—Cash Trade Fair—Government Again Buying Hogs.**

A fairly active trade and an unsteady tone continued to feature the market for hog products. It was difficult at times to uncover the cause for the market's trend but it was apparent that lard was under pressure of speculative liquidation. Commission house trade was mixed most of the time. Packing-house interests were on both sides, but appeared to have sold on advances. As a result, the market had a heavy undertone.

Hog trend was easier, western hog run being slightly larger than of late, but not heavy. Cash trade appeared to be on a satisfactory scale, but conditions were influenced by labor unrest and weakness in outside markets.

There was some surprise apparent that the market for product again failed to reflect a resumption of government buying of hogs and hog products for needy relief. Even hogs failed to hold an early advance. While the government buying did not appear large, nevertheless it was fair in volume as far as hogs were concerned. All of the markets appeared to be laboring under uncertainties.

### Hog Runs Heavier.

Stocks of provisions, particularly lard, did not show the anticipated reduction during the first half of the month, and some unsettlement was the result. Nevertheless trade observers were looking for a fairly good decline in the lard stocks the last half of the month.

Receipts of hogs at western packing points last week were 398,400 head, comparing with 313,900 head the previous week and 346,900 head the same week last year.

Average price of hogs at Chicago at the opening of the week was 4.40c, the same as the previous week, compared with 4.15c a year ago, 4.35c two years ago, and 7.45c three years ago. Average weight of hogs received at Chicago last week was 233 lbs., against 237 lbs. the previous week, 245 lbs. a year ago and 237 lbs. two years ago. Top hogs at Chicago, after ruling around 4.75c early in the week eased to 4.50c.

According to the AAA approximately 780,000 farmers have signed the corn-hog adjustment agreements. The nine leading Corn-Belt states, which produce nearly three-fourths of the country's corn and hogs, reported more than 700,000 agreements signed, with indications that the total from those sections will be considerably larger before the campaign closes.

This evidence of high percentage sign-up in the major producing states is

regarded by Administration officials as assurance that a large portion of the corn and hog production will be brought under the adjustment program.

Iowa, with 155,000 agreements, continues to lead all states in the sign-up. Others of the Corn Belt states report as follows: Illinois, 90,000; Missouri, 84,000; Indiana, 79,000; Nebraska, 74,000; Minnesota, 65,000; Kansas, 63,000; Ohio, 55,000; South Dakota, 48,000. Texas reported 19,000 agreements, the largest sign-up to date outside the Corn Belt proper. Tennessee reported 15,000, and Arkansas 8,000. Many of these states are just getting into the active sign-up phase of their campaigns, it was said.

**PORK**—Market at New York experienced a fair demand and was steady. Mess was quoted at \$20.25 per barrel; family, \$21.00; fat backs, \$15.00@15.50 per barrel. (All export, no tax.)

**LARD**—Demand was routine and the market barely steady. Prime western at New York was quoted at 5.20@5.30c; middle western, 5.00@5.10c; New York City tierces, 4½c; tubs, 7½@7¾c; refined Continent, 5@5½c; South America, 5½@5¾c; Brazil kegs, 5½@5¾c; compound, car lots, 7½c; smaller lots, 7¾c.

At Chicago, regular lard in round

lots was quoted at 15c under new May; loose lard, 15c under new May; leaf lard, 10c under new May.

See page 34 for later markets.

**BEEF**—Market experienced a fair demand at New York and was steady. Mess was nominal; packet, nominal; family, \$10.00@11.50 per barrel; extra India mess, nominal.

### GERMAN HOGS AND LARD.

Top hogs in Berlin were quoted at \$14.03 per hundred during the week ended March 7, compared with \$13.64 the previous week. Lard in tierces at Hamburg was quoted at \$13.90 for the week ended March 7 and \$13.57 a week earlier. No comparisons with a year ago are available because of suspended foreign exchange quotations at that time.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Mar. 1, 1934, to Mar. 21, 1934, totaled 6,073,975 lbs.; tallow, 764,420 lbs.; greases, none; stearine, 220,000 lbs.

## Hogs Cut Out With Heavy Losses

Weakening product prices and little change in the cost of well finished live hogs resulted in unusually heavy cut-out losses on hogs during the first four days of the current week. There was some buying on government account which was an aid in the market but packers bought only for immediate needs because of the inability to see costs in the prices necessary to pay.

General quality of the runs at Chicago was poor with well finished butchers commanding good prices and a considerable penalty on lower grade hogs. Top for the week at Chicago at \$4.60 was paid during each of the first two days of the period and the low top of \$4.50 during the last two days. The high average was \$4.40, paid on Monday, and the low average \$4.20, made on the closing day of the period.

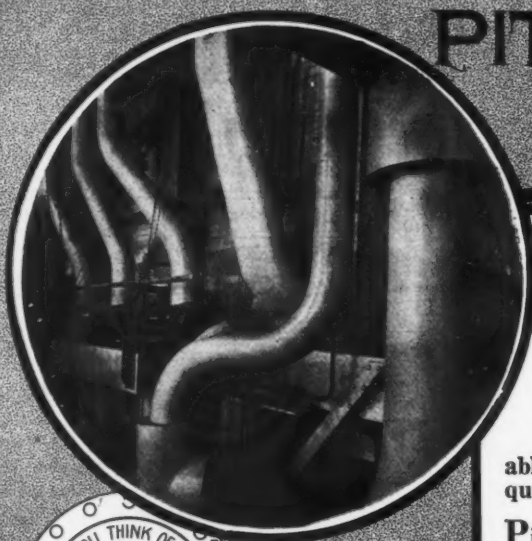
Receipts at the seven principal markets in the four-day period totaled 260,000 head against 262,000 a week ago and 256,000 at the same time a year ago. Good butchers of all weights were in demand at all markets and moved in price brackets in line with or above the market average. In spite of this, practically all green meats sold off from the prices commanded a week earlier, some cuts showing considerable decline.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the four-day period, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, shows declining cut-out values. Average costs and credits are used. It should be borne in mind that these tests apply only to good butchers and that less desirable hogs may cut out even less advantageously, as the processing tax is the same on all grades.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.66	\$1.65	\$1.60	\$1.59
Picnics	.44	.43	.40	.38
Boston butts	.45	.45	.45	.45
Pork loins	1.33	1.21	1.15	.97
Belilles, light	1.31	1.26	.85	.25
Belilles, heavy	.....	.....	.29	.70
Fat backs	.....	.....	.19	.31
Plates and jowls	.09	.11	.12	.14
Raw leaf	.13	.13	.13	.13
P. S. lard, rend. wt.	.80	.80	.80	.74
Spareribs	.11	.11	.11	.11
Regular trimmings	.18	.18	.17	.17
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$6.54	\$6.47	\$6.30	\$5.98
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal values to the above yields and deducting from these the cost of live hogs plus all expenses, including the processing tax, the following results are secured:				
Loss per cwt.	\$ .45	\$ .61	\$ .74	\$ .96
Loss per hog	.76	1.22	1.70	2.84

Week ending March 24, 1934

Page 29



# PITTSBURGH PIPING

Through the installation of high pressure power plant equipment, many meat packers are reducing steam and power costs. High pressure, high temperature piping required for such installations — demands skill and experience to fabricate.

Thirty years of experience in fabricating piping materials, combined with unusual plant facilities and modern methods, enables Pittsburgh Piping to execute your requirements with accuracy and speed.

**Pittsburgh Piping & Equipment Co.**  
43rd St. & A. V. R. R. Pittsburgh, Pa.

## BRANCH OFFICES

Indianapolis	San Francisco	New York	Chicago
Cleveland	Houghton, Mich.	Detroit	Boston



WHEN YOU THINK OF PIPING, THINK OF PITTSBURGH PIPING

## CANADIAN MEAT EXPORTS.

Increases are shown in the export of live cattle, beef and bacon from Canada to Great Britain during January, 1934, compared with the same month in 1933. Cattle export totaled 5,652 head while in 1933 it amounted to 1,075 head. Beef exported totaled 1,131,100 lbs. while a year earlier it amounted to 748,000 lbs. Bacon exports totaled 11,844,000 lbs. and 4,126,500 a year previous.

Total exports of meat products from Canada for January, 1934, compared with the same month a year ago are as follows: Pork, 475,800 lbs. and 922,400 lbs. in 1933; mutton and lamb, 30,200 lbs. and 38,500 lbs. in 1933; lard, 12,300 lbs., 413,500 lbs. in 1933; lard compound, 5,500 lbs., 3,000 lbs. in 1933.

## WOOL MARKET QUIET.

The wool market in Boston has been quiet this week with hardly enough business being transacted to establish a market. Nominally, quotations are unchanged from last week. Some houses are willing to make slight concessions from recent asking prices on odd lots and inferior wools. Most holders of substantial quantities of good wool are inclined to wait for demand to develop, meanwhile firmly adhering to asking prices.

Domestic wools were quoted as follows:

Domestic, fleeces, grease basis—	
Ohio & Penn., fine clothing.....	29 @30
Ohio & Penn., fine delaine.....	35 @36
Ohio & Penn., 1/2-blood, combing.....	36 @37

Ohio & Penn., 1/2-blood clothing.....	31 @32
Ohio & Penn., 1/2 combing.....	42 @43
Ohio & Penn., 1/2 combing.....	40 @41
Ohio & Penn., 1/2 clothing.....	37 @38
Low, 1/2 combing.....	34 @35

## Territory, clean basis—

Fine staple.....	86 @88
Fine, fine French, combing.....	52 @54
Fine, fine medium, clothing.....	80 @81
1/2-blood, staple.....	53 @55
1/2-blood, staple.....	51 @53
1/2-blood, staple.....	73 @75
Low, 1/2-blood.....	63 @65

## Texas, clean basis—

Choice, 12 months.....	86 @88
Average, 12 months.....	85 @87
Fine, 8 months.....	79 @81
Fall.....	72 @74

## California, clean basis—

Northern.....	73 @75
Southern.....	72 @74

## Pulled, scoured—

Choice AA.....	99 @1.02
AA.....	95 @97
Fine A.....	90 @92
A super.....	85 @87
B super.....	73 @75
C super.....	68 @70

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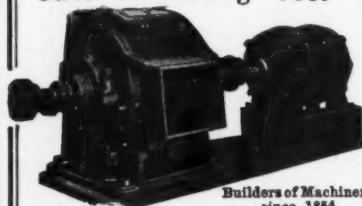


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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW** — A moderate volume of domestic trade featured the market for tallow in the East the past week. The tone was rather steady. Extra was traded in a fair way at 3½c f.o.b. New York. While export inquiries were in the market, no particular business was uncovered; in fact, it was said that no actual foreign trade was accomplished. However, about the middle of the week, when foreign exchanges began to firm up again against the dollar, foreign inquiries were reported close to a workable basis in tallow and further enhancement in exchanges, or any slight easing in the price of tallow would result in a fair foreign trade.

Producers still appear to be in a comfortable position, but consumers were inclined to go slow owing to labor difficulties in the major industries. The Senate finance committee concluded its study of the new tax bill and ordered the measure reported to the Senate after reducing the vegetable oil tax from 5c to 3c per pound. The 3c tax on vegetable oils as adopted by the Senate committee will apply against palm oil, palm kernel oil, sunflower, whale, fish, marine, animal as well as coconut oil or any combination thereof.

At New York special was quoted at 3½c; extra, 3½c f.o.b.; edible, 4@4½c nominal.

At Chicago, market was steady on tallow, with the volume of business light and confined to a few scattered sales by renderers.

At Chicago the market on tallow was easier and prices generally lower on increased offerings and limited demand early in the week. Later the market firmed up, apparently influenced by the proposed tax on imported oils, and buyers were bidding fully steady with last trading prices for April delivery, with no acceptance. General asking prices higher. At Chicago, edible was quoted at 3½c; fancy, 3½c; prime packers, 3½c; No. 1, 3½c; No. 2, 2½c.

There was no London tallow auction this week. At Liverpool, Argentine beef, April-May shipment, was unchanged at 19s 3d, while Australian good mixed at Liverpool, April-May, was unchanged at 18s 6d.

**STEARINE**—The market was rather quiet this week and about steady, with interest routine. Oleo at New York was quoted at 5½c plant. At Chicago, the market was rather dull and about steady, with oleo quoted at 5½c.

**OLEO OIL**—A limited volume of interest appeared to feature the market at New York the past week, but prices showed very little change. Extra was quoted at 5½@5½c; prime, 5@5½c; lower grades, 4½c.

At Chicago, the market was quiet but steady. Extra was quoted at 5½c.

**LARD OIL**—Demand was moderate, but the market was steady. Prime at New York was quoted at 10½c; extra winter, 8c; extra, 7½c; extra No. 1, 7½c; No. 1, 7c; No. 2, 6½c.

**NEATSFOOT OIL** — Demand was moderate, but the market was steady. Pure at New York was quoted at 13c; extra, 7½c; extra No. 1, 7½c; cold test, 16½c.

**GREASES**—At New York, trade appeared to be limited, but prices were fairly steady. Offerings were not pressing, but demand was hesitant. What business went through was more or less in the nature of a filling of orders. Producers still appear to be in a satisfactory condition, while consumers were hesitant over the labor unsettlement and prospective Washington developments.

The Senate committee action in reducing the vegetable oil tax from 5c to 3c lb. applying to palm oil, palm kernel oil, sunflower, whale, fish, marine and animal, as well as coconut oil or any combination thereof, was calculated, if adopted, ultimately to improve the demand for domestic soap making materials in which greases should share.

At New York, yellow and house were quoted at 3½c f.o.b.; A white, 3½@3½c; B white, 3@3½c; choice white, 4½c nominal.

At Chicago, the grease market was slightly lower in sympathy with tallows. There were a few scattered sales at the reduced prices for nearby shipment, but later the market firmed up on news out of Washington. Choice white grease, all hog, was quoted at 3½c last paid; A white, 3½c; B white, 3c; yellow, 2½@2½c; brown, 2½c.

## By-Products Markets

Chicago, March 22, 1934.

### Blood.

Market quieter. Prices are nominal.

	Unit
Ground	Ammonia.
Unground	@ \$3.00
	@ 2.95

### Digester Feed Tankage Materials.

Market quieter and prices lower.

	Unit
Unground, 10 to 12% ammonia..	@ \$2.25 & 10c
Unground, 8 to 10% ammonia....	@ 2.30 & 10c
Liquid stick .....	@ 2.00

### Dry Rendered Tankage.

Offerings are small. Buyers are hesitating to bid.

Hard pressed and exp. unground per unit protein .....	\$ .45 @ .50
Soft prod. pork, ac. grease & quality, ton .....	@ 28.00
Soft prod. beef, ac. grease & quality, ton .....	@ 22.00

### Packinghouse Feeds.

Demand has slowed up considerably. Prices nominal.

	Per Ton.
Digester tankage meat meal.....	@ \$5.00
Meat and bone scraps, 80% .....	@ \$7.50
Steam bone meal, 65%, special feeding per ton.....	27.50 @ \$30.00
Raw bone meal for feeding.....	@ \$5.00

### Fertilizer Materials.

Market about 10c lower than last week.

High grd. tankage, ground, 10@12% am. ....	\$ 2.40 @ 2.50
Bone tankage, ungrd., low gd., per ton .....	@ 18.00
Hoof meal .....	2.25 @ 2.35

### Bone Meals (Fertilizer Grades.)

Market about steady with last week.

Steam, ground, 3 & 50 .....	@ 18.00
Steam, unground, 3 & 50 .....	@ 15.00

### Horns, Bones and Hoofs.

No change in market. Demand slow.

Horns, according to grade.....	\$80.00 @ \$90.00
Mfg. shin bones .....	\$5.00 @ \$5.00
Cattle hoofs .....	\$30.00 @ \$35.00
Junk bones .....	\$14.00 @ \$15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

Little change in market. Prices nominal.

	Per ton.
Kip stock .....	\$12.00 @ \$15.00
Chalf stock .....	\$12.00 @ \$15.00
Sinews, pizzies .....	@ 15.00
Horn plths .....	\$16.00 @ \$17.00
Cattle jaws, and knuckles.....	\$21.00 @ \$23.00
Hide trimmings (new style) ....	\$6.00 @ 8.00
Hide trimmings (old style) .....	\$8.00 @ \$10.00
Pig skin scraps and trim, per lb.....	@ 3½c

### Animal Hair.

Market steady with last week.

Summer coll and field dried.....	¾ @ 1c
Winter coll dried.....	¾ @ 1c
Processed, black, winter, per lb.....	6 @ 6½c
Processed, grey, winter, per lb.....	5 @ 5½c
Cattle switches, each*.....	1¼ @ 2¼c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Mar. 21, 1934.

Ground dried blood was last sold at \$3.25 per unit of ammonia f.o.b. New York in bags, gross weight, which is the present quotation. Stocks are light. South American is offered at \$3.15 per unit c.i.f. U. S. ports for March-April shipment from South America.

Ground and unground tankage have been selling at about the same price of \$2.75 & 10c, f.o.b. New York and local producing points. Spot stocks are very light and the demand has been good of late.

Fish meal, both domestic and foreign, is a little higher in price. Some sales of unground dried fish scrap for delivery if and when made were at \$3.10 & 10c f.o.b. fish factories, Virginia.

## GELATINE AND GLUE HEARINGS.

Hearings on a supplemental code for the animal glue and gelatine distributing trade will be held at the Department of Commerce building in Washington at 10 o'clock, on March 27. The code is submitted by the National Association of Glue and Gelatine Distributors, which it is said represents 95 per cent of the trade. This code is supplemental to the general code for the wholesaling and distributing trade and deals largely with unfair trade practices.

See page 34 for later markets.



## DOMESTIC MARGARINE PLEA.

Picturing the relationship of domestic fats and oils and of the imported oils in the manufacture of margarine, both at the present time and in the past, J. S. Abbott, secretary of the Institute of Margarine Manufacturers, made a plea at the hearings before the Senate finance committee for the industry to be put on a domestic fats and oils basis. Dr. Abbott said that members of the Institute and others, constituting on the basis of volume of production, some 53 per cent of the margarine industry, favored this. He did not think this could be brought about simply by limiting the import of coconut and sesame oils, as other imported vegetable oils could be used in their place. He called attention to the fact that prior to 1914 margarine manufacturers in this country made little attempt to make margarine from vegetable products but that a margarine of fine quality could be made of cottonseed oil and a small quantity of some one of the other domestic oils.

"Our domestic fats and oils suitable for use and being used in the manufacture of margarine are beef fat, pork fat, milk fat, cottonseed oil, peanut oil, corn oil, and soya bean oil," Dr. Abbott said. "With this wide variety of fats and oils, the margarine manufacturer can make a margarine of animal fats or of vegetable fats or of a mixture of animal fats and vegetable fats to meet the demands of all kinds of consumer groups in this country. These three kinds of margarine are being manufactured and sold at the present time."

Other imported oils which can be used in the manufacture of margarine in place of coconut and sesame oils are palm oil, palm kernel oil and sunflowerseed oil and certain others. He felt that such oils should be subject to the same or a higher tax than that proposed for coconut and sesame oils.

"Imported fats and oils have already practically driven our domestic fats and oils out of the market for food in the form of margarine," Dr. Abbott said. "So it is just a matter of whether we want to give American farmers and ranchmen a market for some 200,000,000 lbs. of fats and oils they produce, or whether we want to give this market to the producers of fats and oils in foreign countries."

## SENATE REDUCES OIL TAX.

Imported coconut and sesame oils would carry an excise tax of 3c per pound, according to the revenue measure embodying this provision, which was reported by the Finance Committee this week to the United States Senate. As the bill passed the House of Representatives the tax was 5c per pound. In addition to reducing the tax, the Senate bill would extend its provisions to palm oil, palm kernel oil and whale and all other marine oils.

## HULL OIL MARKETS.

Hull, England, Mar. 21, 1934.—(By Cable.)—Refined cottonseed oil, 14s 6d; Egyptian crude cottonseed oil, 12s.

## PRODUCTION CONTROL BILL.

Production of one of the basic agricultural commodities named in the Agricultural Adjustment Act would be controlled and growers put under a quota system if the Bankhead bill which passed the House of Representatives this week becomes law. Under the provisions of this bill the cotton crop of the country would be limited to 10,000,000 bales. Control of the crop would be at the gin where a tax of 50 per cent of the market price would be imposed on all cotton over the quota. A farmer may grow any amount of cotton he sees fit but before any cotton produced in excess of his quota can be ginned the tax must be paid on the overproduction. The purpose of the bill is said to be to supplement the voluntary cotton control program now in effect. Among the other basic agricultural commodities named in the Adjustment Act are corn, hogs, wheat and tobacco.

## SUPPORT KLEBERG BILL.

No hearings have yet been held on the Kleberg bill, introduced into congress some time ago by Representative Kleberg of Texas, providing for a tax of 10c a pound on margarine containing any imported fat or oil. It provides, also, for a repeal of the provisions of the law imposing certain license fees on wholesale and retail dealers, for a fat standard of 82½ per cent, and provisions for preventing certain forms of false advertising and misbranding.

This measure is sponsored by the Institute of Margarine Manufacturers, the American Institute of Home Grown Fats and Oils, the American National Livestock Association, the American Cotton Cooperative Association, the National Cottonseed Products Association, the Institute of Cottonseed Oil Foods, the Texas and Southwestern Cattle Raisers Association and other state livestock and cotton associations.

## COTTON OIL CODES.

Formal acceptance of the cottonseed oil refining industry's code by the AAA and NRA is awaited, a revised and re-drafted code being in the hands of federal officials for approval. The code provides for the approval of certain general association activities, standardized labor regulations and a code authority through which it is believed further progress may be achieved. Specified unfair trade practices are to be prohibited. The Institute of Cottonseed Oil Foods has been made the code authority, with Earl S. Haines, its executive secretary, the code authority's director.

Cottonseed crushers met in Washington at the end of February with code authorities but so far no code has been approved.

## COTTON OIL TRADING.

**COTTONSEED OIL** — Demand was moderate at New York and the market was easier with futures; Southeast crude, 4½¢@4¾¢; Valley, 4¾¢ sales; Texas, 4c. Market transactions at New York:

Friday, March 16, 1934.

Spot	—Range—			Closing
	Sales.	High.	Low.	Bid. Asked.
Mar.	.....	.....	.....	510 a
Apr.	10	522	520	520 a
May	19	532	530	530 a
June	.....	.....	.....	535 a
July	.....	.....	.....	554 a
Aug.	.....	.....	.....	555 a
Sept.	16	575	575	573 a
Oct.	18	582	578	575 a

Sales, including switches, 63 contracts. Southeast crude, 4½¢ bid.

Saturday, March 17, 1934.

Spot	.....	.....	.....	a
Mar.	.....	.....	.....	510 a
Apr.	.....	.....	.....	520 a
May	.....	.....	.....	526 a
June	.....	.....	.....	530 a
July	1	557	557	550 a
Aug.	.....	.....	.....	550 a
Sept.	2	570	569	569 a
Oct.	.....	.....	.....	575 a

Sales, including switches, 3 contracts. Southeast crude, 4½¢ bid.

Monday, March 19, 1934.

Spot	.....	.....	.....	a
Mar.	.....	.....	.....	500 a
Apr.	.....	.....	.....	505 a
May	20	521	515	520 a
June	.....	.....	.....	520 a
July	9	547	538	545 a
Aug.	.....	.....	.....	545 a
Sept.	18	570	557	565 a
Oct.	27	575	565	572 a

Sales, including switches, 74 contracts. Southeast crude, 4½¢ sales.

Tuesday, March 20, 1934.

Spot	.....	.....	.....	a
Mar.	.....	.....	.....	500 a
Apr.	.....	.....	.....	507 a
May	3	520	520	516 a
June	.....	.....	.....	525 a
July	2	541	541	541 a
Aug.	.....	.....	.....	543 a
Sept.	1	564	564	561 a
Oct.	.....	.....	.....	569 a

Sales, including switches, 6 contracts. Southeast crude, 4½¢@4¾¢.

Wednesday, March 21, 1934.

Spot	.....	.....	.....	a
Mar.	.....	.....	.....	495 a
Apr.	1	506	506	498 a
May	54	515	513	513 a
June	.....	.....	.....	515 a
July	12	543	540	538 a
Aug.	.....	.....	.....	540 a
Sept.	11	564	559	561 a
Oct.	62	570	565	565 a

Sales, including switches, 140 contracts. Southeast crude, 4½¢@4¾¢.

Thursday, March 22, 1934.

March	.....	.....	.....	Close.
May	.....	.....	.....	507
July	.....	.....	.....	524
Sept.	.....	.....	.....	548
Oct.	.....	.....	.....	570

See page 34 for later markets.



# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Quiet—Market Barely Steady—Cash Trade Satisfactory—Crude Steady—Weaker Outside Markets and Labor Unsettlement Depressing.**

The market for cottonseed oil futures the past week was a rather quiet affair. Prices were slightly lower and the undertone barely steady. The action was not the result of conditions within the market itself, but due to outside influences.

Cash trade was on a satisfactory scale, and the crude markets were very steady. Cotton control developments were more satisfactory. On the other hand, disappointing action in the western lard market and the development of labor troubles in the automobile and railroad sections, served to unsettle sentiment in all commodity markets.

Commission house liquidation in oil was not large, but sufficient selling developed in a market where support was less aggressive to bring about an easier trend. Some stop-loss orders were caught, aiding the setback, but prices continued to fluctuate from day to day within a narrow range. Commission house buying on resting orders and support from refining and trade circles were sufficient to limit the downturns.

### Bankhead Bill Passes House.

Passage of the cotton production control bill in the House caused an upturn at one time, but this was offset by weakness in securities, cotton and lard. At the same time, it appeared as though the Bankhead bill developments in the House had been discounted. Some felt that the bill as passed was not a particularly strong one. The bill has gone to the Senate where reliable private reports have it that it will be strengthened materially, particularly as to the tax provision on ginnings upwards of 10,000,000 bales.

Passage of the Dies silver bill in the House was helpful for a time, particularly as the indications were that the silver inflationary movements were again strengthening. Fears of major labor troubles, however, greatly outweighed all of the favorable price making moves of the week.

The Senate Finance Committee concluded its study of the new tax bill and ordered the measure reported to the Senate after reducing the vegetable oil tax from 5c to 3c lb. Notwithstanding this reduction, it is expected that cotton oil consumption will benefit to some extent by this additional tax.

Crude oil moved in a fair way during the week, and while the price was off  $\frac{1}{2}$ ¢ to  $\frac{3}{4}$ ¢ from the recent levels, market was steady. Southeast crude sold at 4 $\frac{1}{2}$ ¢; Valley, 4 $\frac{1}{2}$ ¢; Texas, 4c. Later there were sales in the Valley at 4 $\frac{1}{4}$ ¢.

Southeast was quoted 4 $\frac{1}{2}$ ¢@4 $\frac{1}{4}$ ¢; Texas, 4c.

### Statistical Position Improves.

As far as cotton oil is concerned, the strengthening statistical position, together with the assurance of cotton crop control production of 10,000,000 bales the coming season, together with persistent Government advices of every prospect of success in the corn-hog reduction program, created more or less friendly attitude towards values for the long pull.

There was some further switching from nearbys to the later months during the week, refiners readily taking the nearby deliveries. There was some fresh hedge selling of futures, presumably against crude purchases. On the other hand, there was some buying of the late months. This appeared to be for mill account, apparently lifting of hedges against crude sales.

**COCOANUT OIL**—A quiet and easier market featured cocoanut oil the past week. Tanks at New York were quoted at 2 $\frac{1}{2}$ ¢, off  $\frac{1}{8}$ ¢ from the previous week. At the Pacific Coast, tanks were quoted at 2 $\frac{1}{2}$ ¢, nominal.

**CORN OIL**—Demand was quiet, with buyers more or less withdrawn. Sellers were rather steady in their ideas and holding for 4 $\frac{1}{4}$ ¢, Chicago.

**SOYA BEAN OIL**—There was little evident change in this market, but buyers and sellers were apart. Prices were quoted at 6@6 $\frac{1}{2}$ ¢, f.o.b. mills.

**PALM OIL**—Demand was small, and the market more or less nominal owing to firmness in exchange. At New York, spot Nigre was quoted at 3 $\frac{1}{2}$ ¢; shipment Nigre, 3.35¢; 12 $\frac{1}{2}$  per cent acid, 2.85¢; 20 per cent, 2.80¢; 40 per cent,

2.75¢; Sumatra, 2 $\frac{1}{2}$ ¢. The proposed 3c lb. tax on vegetable oils, as adopted by the Senate committee, will apply against palm oil also.

**PALM KERNEL OIL**—Market was dull and nominally 3 $\frac{1}{2}$ ¢@3 $\frac{1}{4}$ ¢, bulk, New York. The Senate 3c tax also applies against palm kernel oil.

**OLIVE OIL**—Interest was limited and routine throughout the week, but the market was firm at 6 $\frac{1}{2}$ ¢@7c New York. Very little forward business was said to have been booked.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—The market was quiet and quoted at 5c, mills.

### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., March 21, 1934.

Cottonseed meal advanced slightly in a very dull market with the deferred positions showing the greater strength. There was little interest either way but sellers showed no disposition to force offers, notwithstanding easiness in other markets. The spot month continues firm with bid prices 15c over yesterday's. The market closed steady 10c @20c higher.

Cottonseed was also dull, and while bids were advanced somewhat, offers continue extremely scarce. The market closed at a uniform advance of 50c.

### CAKE AND MEAL EXPORTS.

Cottonseed cake exported from the United States during January totaled 12,227 tons valued at \$305,890. Cottonseed meal exports totaled 831 tons valued at \$20,803.

### VEGETABLE OIL EXPORTS.

Exports and value of vegetable oils from the United States during January are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Cottonseed oil, refined .....	1,040,903	\$61,656
Corn oil .....	175,658	9,829
Cocoanut oil, inedible .....	866,556	32,444
Vegetable soap stock .....	666,743	21,264

### PRESIDENT OPPOSES OIL TAX.

Opposition of President Roosevelt to the proposed excise tax on cocoanut oil was voiced this week by the Secretary of War in executive hearings before the Senate committee on agriculture. The objection was based on the fact that such a step would upset the status quo of this country's commercial relations with the Philippine Islands. The bill on which the hearings were being held had passed the House and provides for an excise tax of 5c per pound on cocoanut oil and sesame oil.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 22, 1934.—Cotton oil futures and crude were down  $\frac{1}{8}$ ¢ lb. Crude was steady at 4 $\frac{1}{4}$ ¢ lb. for Valley and 4c lb. for Texas, with  $\frac{1}{8}$ ¢ less bid on high rate points. Bleachable was moderately active at New Orleans. Soapstock firm with higher tallow. The underlying situation was bullish with strong potentialities in the Bankhead and excise tax bills nearing adoption, especially for the long pull.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 23, 1934.—Crude cottonseed oil, 4 $\frac{1}{4}$ ¢@4 $\frac{1}{2}$ ¢ lb.; forty-one per cent protein cottonseed meal, \$24.00; loose cottonseed hulls, \$8.00.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 22, 1934.—Prime cottonseed oil, 4c lb.; forty-three per cent meal, \$24.00; hulls, \$10.00.

# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were barely steady the latter part of the week on further liquidation. Best support was from packinghouse interests. Market is awaiting Washington developments. Hogs were steadier; top, \$4.55.

### Cottonseed Oil.

Cotton oil was quiet and firmer on expectation of passage of 3c lb. tax on imported oils. Optimistic were reports on outlook for passage of cotton bill in senate. There was a satisfactory cash oil demand. Southeast crude, 4½c lb.; Valley, 4¼@4½c lb.; Texas, 4c lb. nominal.

Quotations on bleachable cottonseed oil at New York Friday noon were: Mar., \$6.00b; April, \$5.09@5.20; May, \$5.25@5.29; June, \$5.30@5.50; July, \$5.51@5.54; Aug., \$5.52@5.68; Sept., \$5.71@5.74; Oct., \$5.80@5.82.

### Tallow.

Tallow, extra, 3½c; lb. f.o.b.

### Stearine.

Stearine, 5½c lb. plants.

### Friday's Lard Markets.

New York, Mar. 23, 1934. — Lard, prime western, \$5.12@5.20; middle western, \$4.95@5.05; city, 4½c; refined Continent, 4½@5c; South American, 5@5½c; Brazil kegs, 5½@5¾c; compound, car lots, 7½c.

### LARD AND BACON EXPORTS.

Exports through the port of New York during the first four days of the current week totaled 1,074,321 lbs. of lard and 574,810 lbs. of hams and bacon.

Lard exports for the week ended March 17 totaled 5,431,825 lbs. against 7,895,720 lbs. the same week a year ago. For the period November 1 to March 17, inclusive, lard exported totaled 157,141,280 lbs. against 215,998,527 lbs. in the like period of 1932-33.

Bacon and hams exported during the week ended March 17 totaled 3,824,150 lbs. against 1,691,300 in the like period a year earlier. For the packer year to date exports totaled 55,246,500 lbs. compared with 29,469,750 lbs. a year previous.

### CANADIAN BRANDED BEEF.

Sales of branded beef in Canada during January, 1934, totaled 2,609,341 lbs., those for the same month of 1933 being 1,941,476 lbs. Sales of the first or red brand in January, 1934, amounted to 746,070 and those of the blue or second brand, 1,863,271 lbs.

### WHEN YOU WANT TO BUY.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, March 23, 1934.—Slow demand for hams and lard. General market dull.

Friday's prices were as follows: Hams, American cut, 89s; hams, long cut, exhausted; Liverpool, shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 78s; Canadian Cumberlands, 72s. Spot lard was quoted 28s 6d.

## LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom during the week ended March 7 totaled 49,530 bales against 48,446 bales the previous week. Prices of first quality product at Liverpool for the week ended March 7, compared with the previous week are reported as follows:

	Mar. 7, 1934.	Mar. 1, 1934.
American green bellies.....	Nominal	Nominal
Danish green sides .....	\$20.38	\$21.71
Canadian green sides .....	18.63	19.44
American short cut green hams..	21.42	22.48
American refined lard .....	7.31	7.31

No comparisons with the like period a year ago are possible because of the suspension at that time of foreign exchange quotations.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Mar. 23, 1934, show exports from that country were as follows: To the United Kingdom, 69,284 quarters; to the Continent, 11,137. Exports the previous week were: To England, 80,786 quarters; to Continent, 12,156.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports for the week ended Mar. 17, 1934:

Week Ending	New York.	Boston.	Phila.
Mar. 17, 1934.....	17,738	.....	.....
Mar. 10, 1934.....	10,982	300	905
Mar. 3, 1934.....	20,642	145	.....
Feb. 24, 1934.....	6,114	.....	.....
Mar. 18, 1933.....	190,194	5,495	4,192
Mar. 11, 1933.....	13,519	1,901	.....
	82,883	2,976	24,406

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 17, 1934, were 4,037,000 lbs.; previous week, 5,895,000 lbs.; same week last year, 3,636,000 lbs.; from January 1 to March 17 this year, 53,405,000 lbs.; same period a year ago, 47,253,000 lbs.

Shipments of hides from Chicago for the week ended March 17, 1934, were 4,609,000 lbs.; previous week, 4,997,000 lbs.; same week last year, 2,956,000 lbs.; from January 1 to March 17 this year, 49,400,000 lbs.; same period a year ago, 46,862,000 lbs.

## LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during February, 1934, with comparisons:

	Feb., 1934.	Jan., 1934.	Feb., 1933.
<b>SLAUGHTER CATTLE AND VEALERS.</b>			
<b>Steers—</b>			
550-900 lbs.,	Choice ... \$ 7.20	\$ 6.89	\$ 6.94
	Good .....	6.67	6.12
	Medium .....	5.75	5.36
	Common .....	4.61	4.00
900-1,100 lbs.,	Choice ... 6.94	6.71	6.38
	Good .....	6.28	6.05
	Medium .....	5.75	5.24
	Common .....	4.56	3.97
1,100-1,300 lbs.,	Choice ... 6.66	6.35	6.23
	Good .....	5.74	5.63
	Medium .....	5.04	4.90
1,300-1,500 lbs.,	Choice ... 6.01	5.57	5.87
	Good .....	5.20	4.62
<b>Heifers—</b>			
550-750 lbs.,	Choice ... 6.52	6.36	5.64
	Good .....	5.73	5.41
	Com.&med. 4.48	3.57	3.81
750-900 lbs.,	Gd. & ch. 5.72	5.38	5.07
	Com.&med. 4.38	3.92	3.72
<b>Cows—</b>			
Good .....	3.83	3.49	2.84
Common & medium .....	3.25	2.76	2.45
Low cutter & cutter .....	2.34	2.07	1.03
<b>Bulls (yearlings excluded)—</b>			
Good (beef) .....	3.28	3.25	2.80
Cutter, com. & med. ....	2.84	2.58	2.02
<b>Vealers—</b>			
Good & choice .....	6.62	6.01	6.40
Medium .....	5.46	4.70	5.18
Cull & common .....	4.54	3.74	3.82
<b>Calves, 250-500 lbs.—</b>			
Good & choice .....	4.74	4.22	4.46
Common & medium .....	3.00	3.11	3.42

### HOGS.

Light light, 140-160 lbs.—

Good and choice .....

Light weight—

160-180 lbs., good & ch....

180-200 lbs., good & ch....

Medium weight—

200-220 lbs., good & ch....

220-250 lbs., good & ch....

Heavy weight—

250-280 lbs., good & ch....

280-350 lbs., good & ch....

Packing sows—

275-350 lbs., good .....

350-425 lbs., good .....

425-550 lbs., good .....

275-500 lbs., medium .....

Slaughter pigs, 100-130 lbs.—

Good & choice .....

### LAMBS AND SHEEP.

90 lbs. down, Gd. & ch. 9.37

Com.&med. 8.16

90-98 lbs., Gd. & ch. 9.10

98-110 lbs., Gd. & ch. ....

Yearling wethers—

90-110 lbs., Gd. & ch. 7.58

Medium .. 6.12

Ewes—

90-120 lbs., Gd. & ch. 4.83

120-150 lbs., Gd. & ch. 4.48

All wts., Com.&med. 3.56

## N. Y. HIDE FUTURE PRICES.

Saturday, Mar. 17, 1934—Close: Mar. 8.15n; June 10.46@10.58; Sept. 11.10@11.15; Dec. 11.55@11.60; sales 11 lots. Closing unchanged to 12 points lower.

Monday, Mar. 19, 1934—Close: Mar. 8.00n; June 10.35 sale; Sept. 11.00 sale; Dec. 11.40 sale; sales 9 lots. Closing 10@15 points lower than Saturday.

Tuesday, Mar. 20, 1934—Close: Mar. 8.20n; June 10.55@10.60; Sept. 11.24 sale; Dec. 11.65@11.75; sales 12 lots. Closing 20@25 points higher.

Wednesday, Mar. 21, 1934—Close: Mar. 8.00n; June 10.35@10.45; Sept. 11.10@11.18; Dec. 11.50@11.60; sales 4 lots. Closing 14@20 points lower.

Thursday, Mar. 22, 1934—Close: Mar. 8.35n; June 10.70@10.72; Sept. 11.35 sale; Dec. 11.75 sale; sales 21 lots. Closing 25@35 points higher.

Friday, Mar. 23, 1934—Close: Mar. 8.40b; June 10.60@10.69; Sept. 11.35 sale; Dec. 11.70@11.83; sale 9 lots. Closing 5 points higher to 10 lower.

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# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—There was a fair volume of business in the packer hide market this week at steady prices for the descriptions moved, total sales being around 45,000 hides so far. This seemed to be about all the hides the three packers involved desired to sell this week and the market remained quiet during the latter part of the period, although a much firmer undertone is apparent.

As the week closes, buyers are bidding 9½c for River point light native cows, or ¼c over last trading price, with packers asking 9½c or better. Local small packer association sold a few light native cows and extreme light native steers this week at 9c but the big packers declined to accept this price. One feature of the movement was the fact that heavy native cows, which have been very draggy of late, moved in a rather free fashion at steady price. Stocks of cows expected to be lighter now, with the heavier kill of this description well out of the way.

One packer continues to hold aloof from the market and has not sold any hides openly for over a month. No accumulation of stocks is anticipated in this direction, however, the general opinion being that this killer has booked hides to private tanning account and also probably hedged some on the exchange.

Native steers were sold by two packers at 9½c, steady. Bids of 9c declined for extreme light native steers, asking up to 9½c. Butt branded steers sold in a fair way at 9½c, after being rather slow recently. Texas steers quotable 9½c last paid for heavies, 8½c for lights, and 9c for extreme lights.

Heavy native cows sold at 9c for about 10,000 or more, steady price. Light native cows 9½c bid for River points and 9½c asked; northern wanted at 9c. Branded cows sold at 9c for about 10,000.

Native bulls last sold at 6½c, for Feb.-Mar. take-off.

**SMALL PACKER HIDES**—A local small packer reports moving 5,000 March all-weights late this week, production of two outside plants, at 9c for natives and 8½c for branded, after refusing bids at ¼c less earlier. Outside small packer lots quotable proportionately lower, according to description and location.

Local small packer association early in the week sold 800 native steers at 9½c, 1,000 extreme light native steers 9c, 700 Colorados 9c, 2,000 light native cows 9c, and 2,000 branded cows 9c, March take-off, all steady prices.

**FOREIGN WET SALTED HIDES**—South American market fairly active, with last sales at ½c advance. At close of last week, 8,000 Argentine steers sold to Czecho Slovakia and 8,000 more to this country, at 67 paper pesos, equal

to 11½c, c.i.f. New York, steady with earlier sales. Mid-week, 4,000 Uruguay Nationals sold to Europe equal to 12½c, or ½c advance. Later, 8,000 B. A. steers sold to Czecho Slovakia at 67 pesos or 11½c.

**COUNTRY HIDES**—Trading in country hides remains slow. Dealers are slow to move stocks at these levels, due to their inability to replace them with hides of equal quality at interior points at prices in line with those obtainable for tanner selections. All-weights quoted around 7c untrimmed and 7¼@7½c trimmed, according to average weight, selected, delivered. Heavy steers and cows around 6½c, nom., and slow. Buff weights quoted around 7½@8c trimmed. Extremes range around 8½@9c in a nominal way, top for trimmed hides. Bulls and glues 4@4½c. All-weight branded 5½@5¾c, flat, less Chicago freight.

**CALFSKINS**—At the close of last week, one packer sold 6,500 Feb. northern point heavy calfskins, 9½/15-lb. at 15c; also round lot of Feb. light calf, under 9½-lb., at 12½c, both steady prices. River point heavies last sold at 13¼c. Market fully steady.

Chicago city calfskins a shade firmer, with 8/10-lb. held at 12c and 10/15-lb. at 13c, or ½c over last sales. Outside cities, 8/15-lb., quoted around 12c, nom. Mixed cities and countries 10½@11c, straight countries 8½@9c. Chicago city light calf and deacons last sold at 85c.

**KIPSKINS**—Packer kipskins last sold at 12c for Jan.-Feb. northern natives, 11c for northern over-weights, southern a cent less; branded 9c bid and up to 10c asked. A few available this basis.

Chicago city kipskins last sold at 10½c. Outside cities quoted 10@10½c; mixed cities and countries 9@9½c; straight countries down to 8½c.

Packer regular slunks last sold at 75c.

**HORSEHIDES**—Market firmer but quotations have not yet shown much change. Choice city renderers quotable \$3.25@3.40, with mixed city and country lots around \$2.90@3.00, with No. 2's 50c less.

**SHEEPSKINS**—Dry pelts easier around 15@16c for full wools, short

wools around 10c, pieces and torn skins about 7c. Production of packer shearlings still light and one car sold at 85c for No. 1's, 70c for No. 2's, and 55c for fresh clips, or 5c down from previous sale; another packer asking 5c over the prices paid. Small packer shearlings more plentiful and quoted around 40c, 30c and 20c, for the three descriptions, representing some buyers' paying limits. Pickled skins steady at \$3.75 per doz. last paid at Chicago for Feb. and Mar. skins; some houses sold well into Mar. take-off. Packer wool pelts quoted around \$2.85@2.90 per cwt. live lamb asked. Outside small packer lamb pelts \$1.75@2.00, selected, according to quality.

## New York.

**PACKER HIDES**—Around mid-week, one packer sold 3,500 Feb. native steers at 9½c; also 1,400 Mar. native steers at 9½c, car or two Mar. butt branded steers at 9½c, and 2,100 Mar. Colorados at 9c, representing production for first half March. Another packer credited with selling part of March natives and butt brands same basis, all steady prices.

**CALFSKINS**—Calfskins quoted nominally unchanged from last trading prices. The movement week or so back on a broad scale left unsold stocks light. Collectors' 4-5's last sold at 85c, 5-7's at \$1.10, 7-9's at \$1.30, 9-12's at \$2.15, and 12-17 kips at \$2.30. Last trading in packer 7-9's was at \$1.55, and 9-12's at \$2.25, but higher prices asked.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 23, 1934, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Mar. 23.	Prev. week.	Cor. week, 1933.
Spr. nat.			
stra. ....	9½@10	9½@10	6½@ 7n
Hvy. nat. stra. @ 9½		@ 9½	@ 6
Hvy. Tex. stra. @ 9½		@ 9½	@ 6n
Hvy. butt brand'd			
stra. ....	@ 9½	@ 9½	@ 6
Hvy. Col. stra.	@ 9	@ 9b	@ 5½
Ex-light Tex.			
stra. ....	@ 9	@ 9b	@ 5½
Brand'd cows.	@ 9	@ 9b	@ 5½
Hvy. nat. cows	@ 9	@ 9n	@ 5½
LT. nat. cows 9	@ 9½	@ 9b	5½@ 6
Nat. bulls	@ 6½	@ 6½	@ 5
Brand'd bulls	@ 5½n	5½@ 6n	@ 4½
Calfskins ...12½@15		12½@15	8 @ 7n
Kips, nat. ....	@12	@12	@ 9
Kips. ov-wt. ....	@11	@11	@ 7½
Kips, brand'd. 9	@10	@10	@ 6n
Slunks, reg. ....	@75	@75	40 @45n
Slunks, hris.40	@50	@50	30 @35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts. 8½@ 9	@ 9ax	5½@ 5½
Branded ... 8½@ 9½	@ 8½ax	5 @ 5½
Nat. bulls ... 6½@ 6½	@ 6½	5½@ 5½n
Brand'd bulls. 5½@ 5½	@ 5½	@ 4½n
Calfskins ...12 @13ax	11½@12½	6½@ 7½
Kips ... ..	@10½	@10½
Slunks, reg. .55	@60	55 @60
Slunks, hris.30	@35	30 @35

## COUNTRY HIDES.

Hvy. steers ...	@ 6¼n	6¼@ 6¼	4 @ 4½
Hvy. cows ...	@ 6¼n	6¼@ 6¼	4 @ 4½
Butts ... ..	7¼@ 7¼	7 @ 7¼	4½@ 5
Extremes ...	8 @ 9	8 @ 9	5½@ 5½
Bulls ... ..	4 @ 4½	4 @ 4½	2½@ 3
Calfskins ...	8½@ 9	8½@ 9	5 @ 5½
Kips ... ..	@ 8½	@ 8½	5 @ 5½
Light calf. .50	@60n	50 @60n	25 @30n
Deacons ...50	@60n	50 @60n	25 @30n
Slunks, reg. .	@20n	@20n	@10n
Slunks, hris.	@10n	@10n	@ 5n
Horsehides .2.90@3.40	.2.85@3.40	1.75@2.25	

## SHEEPSKINS.

Pkr. lambs. ....			
Sm. pkr. ....	1.75@2.00	1.90@2.20	50 @55
Pkr. shearings @85		85 @90	@45
Dry pelts .15	@16	17 @18	@ 7

## Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 5-cent stamp:

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Name .....

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(Enclosed find 5c in stamps.)



# Live Stock Markets

## CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Mar. 22, 1934.

**CATTLE**—Compared with last Friday, all grades weighty steers were 15 @25c higher. Good and choice long yearlings were mostly strong to 25c higher in sympathy with general improvement on all strictly grainfed cattle; lower grade light steers, shortfed offerings, steady to 25c lower but killing quality generally plainer. Long yearlings scaling 1,100 lbs. upward and medium weight and weighty steers comprised best finished offerings in crop; with extreme top at \$7.65. Best weighty steers were \$7.40; 1,636-lb. averages, \$6.25; 1,760 lbs., \$5.65; better grade yearling heifers 25c lower; early top \$6.25; late top \$5.90. Lower grade yearlings and all weighty heifers were firm. Strictly good beef cows were about steady but all others 10@15c lower. Bulls were weak, vealers 50@75c higher, selected offerings selling up to \$8.00.

**HOGS**—Compared with last Friday, heavies were 10@15c lower, packing sows, 25c off, other weights and classes generally steady. Demand was dull owing mainly to sluggish fresh pork trade; closing top, \$4.50; late bulk better grade 190 to 240 lbs., \$4.35@4.45; 250 to 290 lbs., \$4.20@4.40; 300 to 370 lbs., \$4.00@4.25; 140 to 180 lbs., \$3.50@4.35. Plain kinds of all weights discounted 25@50c and more. Good pigs were \$2.50@3.00; packing sows, \$3.30@3.50.

**SHEEP**—Compared with last Friday, bulk fat lambs, 25c or more lower; sheep steady. Narrowed shipper demand incident to pre-Easter fast days and Jewish holidays late next week, were a factor in declines. Sluggish dressed trade also had weakening influence although aggregate supply of live lambs materially decreased. First Californias of season arrived on direct billing. Closing woolled lamb prices were lowest since late January; late top, \$9.20; week's practical top, \$9.50, paid early; late bulk to packers \$9.00@9.10. Clipped lambs finished around \$7.25@7.40; top ewes, \$5.75, bulk desirable natives, \$5.00@5.50.

Watch Wanted page for bargains.

## KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Mar. 22, 1934.

**CATTLE**—A stronger undertone featured the beef steer and yearling market and all classes are selling at strong to 25c higher rates as compared with last Friday, heavy fed steers showing most of the advance. The week's top reached \$7.00 on choice 1,113 and 1,169-lb. weights, while choice 1,203- to 1,440-lb. averages ranged from \$6.40@6.85. Most of the fed offerings cleared from \$5.00@6.00. Fed heifers and mixed yearlings closed strong, while slaughter cows ruled 15@25c higher. Strong to 25c higher prices prevailed on bulls and vealers held fully steady, with the late top at \$6.50.

**HOGS**—Considerable weakness developed in the hog market and final values are 25@30c lower than last Friday. Closing levels are at the lowest point since early in February with the late top at \$4.00 on best 190- to 240-lb. weights. Government buying was resumed this week, but the limited volume failed to lend any strength to the market. On Thursday's session the bulk of the more desirable grades of all weights sold at \$3.95 and \$4.00, while unfinished grades were fairly numerous at \$3.50@3.85. Packing sows declined along with butcher grades and \$3.25@3.50 took the late bulk.

**SHEEP**—Fat lambs met a slow trade all week and prices are unevenly steady to 25c lower than last Friday. Best fed lambs scored \$9.25 on Monday, while at the close, most sales ranged from \$8.75 down. The first shipment of Arizona springers reached the market on Monday and sold up to \$10.90 but at the close similar kinds had to sell from \$10.10 down. Mature sheep held at mostly steady rates. Late in the week shippers paid up to \$5.70 for best fat ewes while most of the arrivals ranged from \$5.50 down.

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Mar. 22, 1934.

**CATTLE**—Fed steers and yearlings are only slightly changed from Friday of last week, prices generally ruling

steady to strong with instances strong to 25c higher on good to choice weighty steers and medium weights. Heifers held steady and beef cows are strong to 10@15c higher. Bulls held about steady and vealers recovered their full decline and closed steady. Choice weighty steers scaling 1,317 lbs. sold at \$6.85 and medium weights of 1,247 lbs. \$7.00. The week's top price odd head of choice selected vealers sold at \$6.50.

**HOGS**—Compared with last Saturday, hog prices were 10@25c lower. Thursday's top, \$3.95 with the following bulks: 180- to 280-lb. average, \$3.75@3.85; medium grade down to \$3.50; 280 to 350 lbs., \$3.40@3.75; 140 to 180 lbs., \$3.00@3.75; sows, \$3.15@3.25; stags, \$2.50@3.25; pigs, \$2.00@3.00.

**SHEEP**—General undertone of the slaughter lamb trade has been weak despite lighter receipts. Comparisons with last Friday show values 10@15c lower. Yearlings and aged sheep held steady. Thursday's bulk fed woolled lambs sold at \$8.75, a few loads up to \$8.90, top \$9.00. Native spring lambs, \$10.75@11.00; fed clipped lambs, \$7.15@7.25; good and choice ewes, \$4.00@5.50, week's top \$5.60; good and choice shearing lambs, \$8.15@8.75.

## ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Mar. 22, 1934.

**CATTLE**—Strength was shown in practically all cattle prices the past week. Compared with last Friday: Steers sold 10@15c higher; mixed yearlings and heifers strong to 10@15c up; cowstuff strong to 10@15c higher; bulls 10c higher; vealers 50c higher. Top 1,002-lb. yearling steers registered \$7.00 and best matured steers \$6.25 with bulk of steers \$4.50@6.15 and most good and choice kinds \$5.75@6.35. Most good and choice mixed yearlings and heifers cleared at \$5.25@5.65 and medium fleshed kinds \$4.35@4.80 with top 655-lb. heifers, \$6.15 and best mixed yearlings \$6.00. Top cows registered \$4.50; majority, \$3.00@3.75, while low cutters sold largely at \$1.25@1.75. Top sausage bulls brought \$3.35 and closed at this top with vealers late at \$7.25 down.

**HOGS**—Swine values declined 10@20c during the period, the top on Thursday falling to \$4.35, the lowest since early in February. Bulk of hogs finished at \$4.25@4.35; packing sows mostly \$3.30@3.50.

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**SHEEP**—Fat lambs ruled steady to 25c lower, other classes being unchanged. Small lots of native spring lambs sold from \$11.00@14.50, some Texas at \$10.75 and Arizonas at \$10.00 @11.00. Woolled lambs topped at \$9.50, the bulk, \$8.75@9.00; clipped lambs \$7.25@7.75, top \$8.00 and fat ewes \$5.00 @5.50.

## SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Mar. 22, 1934.

**CATTLE**—Beef steers and yearlings ruled strong to 25c higher this week, with better grades leading the advance. Choice long yearlings scored \$7.15, medium weight beefs ranged up to \$7.10 and the bulk turned at \$4.75@6.00. Fat she stock finished strong to 25c higher. Carlots of desirable light heifers made \$5.50, beef cows sold freely at \$2.65@3.50 and most low cutters and cutters moved at \$1.50@2.25. Bulls strengthened late and the practical top for medium grades stood at \$3.00. Vealer prices indicated no change and choice brought \$6.00.

**HOGS**—Moderate receipts proved in excess of trade requirements with bearish influence governing trade throughout. Compared with last Friday, slaughter classes showed a 25@40c decline. Quality of butchers reflect a sharp falling off with liberal quota of medium grades included. Thursday's top held at \$3.80 with bulk better grade 180- to 290-lb. weights ranging from \$3.60@3.75. Most 290- to 350-lb. butchers cleared at \$3.40@3.60. Bulk of 140- to 170-lb. averages scored \$2.75@3.50. Packing sows cashed mainly at \$3.20@3.30.

**SHEEP**—Outlet for lambs this week was restricted and despite smaller receipts, both locally and at other mid-western markets, prices slumped mostly 25c. Fed lambs attained \$9.00 for week's top, but late best sold around \$8.85 with bulk \$8.65@8.75. Small lots 65- to 79-lb. spring lambs commanded \$11.50@13.00 and packages of fed clippers made \$7.25@7.65. Fat ewes closed steady to 10c higher, two loads 114-lb. fed westerns went to \$5.60 and odd lots, natives and westerns, \$4.25@5.25.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., March 21, 1934.

**CATTLE**—Compared with Friday of last week, steers and yearlings with attractive finish were strong to 25c higher. Medium weight and heavy beefs shared the full upturn. Common to medium grades were little changed. Heifers were steady to strong, cows steady, bulls 10@15c higher and vealers fully steady. Better grade yearlings and fed steers turned at \$5.50@6.25, best heavies \$6.40, top medium weights \$6.75, highest since last July. Common and medium grades brought \$3.50@5.25. Medium to good heifers bulked at \$4.00@5.60. Beef cows sold at \$2.75@3.50 mostly, low cutters and cutters around \$1.50@2.50. Common to good bulls went at \$2.50@3.25. Vealers topped at \$7.00, bulk down to \$4.00.

**HOGS**—Hog trade showed strength early this week but has since dropped

back to the lowest basis for the month to date. Better 170- to 260-lb. hogs sold today at \$3.90@4.00; better 260- to 360-lb. ones, \$3.60@3.90, many medium to good grade light and mediumweight hogs \$3.50@3.90, bulk better 140 to 160 lbs., \$3.25@3.75, most pigs \$2.50@3.00, bulk sows \$3.15@3.40.

**SHEEP**—Slaughter lambs worked largely 50c lower than last Wednesday. The bulk of the good to choice fed lambs here today sold at \$8.75, fat natives at \$8.50@8.75. Common and medium natives cleared at \$7.00@8.00, fat ewes at \$4.00@5.00. Desirable 68-lb. spring lambs, first of the season, sold today at \$11.00.

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week March 15:

BUTCHER STEERS.			
Up to 1,050 lbs.			
	Week ended March 15.	Prev. week.	Same week, 1933.
Toronto	\$ 6.50	\$ 6.50	\$ 5.00
Montreal	6.50	6.25	5.00
Winnipeg	5.50	5.50	4.50
Calgary	5.00	4.75	3.50
Edmonton	4.75	4.75	3.75
Prince Albert	4.75	3.85	3.00
Moose Jaw	4.50	4.75	4.00
Saskatoon	4.50	4.50	3.00

VEAL CALVES.			
Toronto	\$ 8.00	\$ 8.50	\$ 8.00
Montreal	7.50	7.50	7.50
Winnipeg	6.50	6.50	5.50
Calgary	5.50	5.00	5.00
Edmonton	5.50	5.50	5.50
Prince Albert	5.00	5.25	3.25
Moose Jaw	5.00	6.00	5.25
Saskatoon	5.00	6.00	5.15

SELECT BACON HOGS.			
Toronto	\$ 9.00	\$10.25	\$ 5.70
Montreal	10.00	10.50	5.75
Winnipeg	9.00	9.50	5.00
Calgary	9.00	9.40	4.75
Edmonton	9.00	9.35	4.70
Prince Albert	8.80	9.45	4.70
Moose Jaw	8.60	9.50	4.75
Saskatoon	8.80	9.00	4.70

GOOD LAMBS.			
Toronto	\$ 8.75*	\$ 8.25	\$ 6.65
Montreal	6.50	7.50	6.00
Winnipeg	7.25	7.25	5.50
Calgary	6.50	6.50	4.50
Edmonton	6.50	6.25	4.50
Prince Albert	6.50	6.25	4.50
Moose Jaw	6.50	6.75	4.50
Saskatoon	6.50	6.00	4.50

\*Spring lambs \$8.00 to \$9.00 each.

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Mar. 16, 1934, as reported to THE NATIONAL PROVISIONER:

	Week ended March 16.	Prev. week.	Cor. 1933.
Chicago	94,190	68,521	84,008
Kansas City, Kan.	37,483	29,853	37,684
Omaha	43,352	20,175	32,473
St. Louis & East St. Louis	46,767	35,213	53,806
Sioux City	34,309	17,877	24,500
St. Joseph	18,174	15,212	36,788
St. Paul	32,744	22,314	18,282
N. Y., Newark & J. C.	42,239	39,114	34,724
Total	350,258	242,279	322,325

## CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Mar. 22, 1934.

A very slow demand, in spite of moderate receipts, featured the trade in hogs at 22 concentration points and 7 packing plants in Iowa and Minnesota, and lower prices have been the general rule. Quality was generally very poor. Current prices are mostly 10@20c lower than last week's close. Late bulk good to choice 200- to 260-lb., \$3.75@4.00; numerous long hauled carlots, to \$4.05; 270- to 310-lb. weights, mostly \$3.60@3.90; better grade 150 to 190 lbs., \$3.25@3.90. Plain hogs were discounted 50c or more; light and medium weight packing sows, mostly \$3.00@3.30, few \$3.40.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Mar. 22, were as follows:

	This week.	Last week.
Fri., Mar. 9	22,100	20,800
Sat., Mar. 10	25,900	24,800
Mon., Mar. 12	32,700	46,200
Tues., Mar. 13	15,200	16,300
Wed., Mar. 14	21,500	12,200
Thurs., Mar. 15	17,000	10,900

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 17, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 17	186,000	448,000	306,000
Previous week	168,000	373,000	200,000
1933	117,000	415,000	282,000
1932	155,000	494,000	369,000
1931	195,000	597,000	347,000
1930	202,000	585,000	383,000
1929	194,000	485,000	307,000

Hogs at 11 markets:

Week ended Mar. 17	380,000
Previous week	312,000
1933	331,000
1932	408,000
1931	529,000
1930	514,000
1929	404,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Mar. 17	144,000	336,000	220,000
Previous week	124,000	281,000	151,000
1933	89,000	281,000	182,000
1932	115,000	357,000	228,000
1931	156,000	468,000	257,000
1930	155,000	459,000	287,000
1929	138,000	345,000	228,000

## CANADIAN INSPECTED KILL.

Inspected slaughter of live stock in Canada during January, with comparisons, are officially reported as follows:

	Jan., 1934.	Jan., 1933.	12 mos. 1933.
Cattle	63,133	50,521	654,000
Calves	28,221	20,255	458,428
Hogs	269,581	247,061	2,802,377
Sheep	40,244	48,576	868,679

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# INTELLIGENT COOPERATION

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## KENNETT-MURRAY

### LIVESTOCK BUYING ORGANIZATION

Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb.  
 Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.  
 Nashville, Tenn. Sioux City, Iowa Montgomery, Ala.

# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 17, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,590	7,476	9,460
Swift & Co.	4,838	3,044	13,029
Morris & Co.	2,940	.....	5,774
Wilson & Co.	4,100	5,645	5,634
Anglo-Amer. Prov. Co.	1,817	.....	.....
G. H. Hammond Co.	2,894	2,812	.....
Libby, McNeill & Libby.	532	.....	.....
Shippers	11,165	11,606	14,688
Others	5,446	23,401	5,506
Brennan Pkg. Co., 2,700 hogs; Independent Pkg. Co., 387 hogs; Boyd, Lunham & Co., 490 hogs; Hygrade Food Products Corp., 1,458 hogs; Agar Pkg. Co., 5,178 hogs.			
Total: 49,851 cattle, 9,139 calves, 63,776 hogs.			
54,230 sheep.			
Not including 1,572 cattle, 1,998 calves, 40,251 hogs and 11,236 sheep bought direct.			

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,643	1,009	4,565	4,997
Cudahy Pkg. Co.	2,238	898	1,137	5,176
Morris & Co.	2,452	545	.....	3,613
Swift & Co.	2,954	969	5,492	7,510
Wilson & Co.	2,361	723	2,654	5,510
Independent Pkg. Co.	.....	.....	295	.....
Others	4,723	170	3,241	5,279
Total	17,506	4,314	17,355	32,065

## OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	6,372	16,614	8,357	.....
Cudahy Pkg. Co.	4,334	12,377	7,755	.....
Dold Pkg. Co.	1,066	5,061	.....	.....
Morris & Co.	2,267	529	4,620	.....
Swift & Co.	6,126	9,251	11,433	.....
Others	.....	21,344	.....	.....
Eagle Pkg. Co., 12 cattle; Geo. Hoffman Pkg. Co., 41 cattle; Grt. Omaha Pkg. Co., 58 cattle; Omaha Pkg. Co., 90 cattle; J. Roth & Sons, 45 cattle; So. Omaha Pkg. Co., 35 cattle; Lincoln Pkg. Co., 314 cattle; Nagle Pkg. Co., 73 cattle; Sinclair Pkg. Co., 275 cattle; Wilson & Co., 1,128 cattle.				
Total: 22,275 cattle and calves; 65,076 hogs; 32,165 sheep.				

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,769	2,569	7,928	3,493
Swift & Co.	2,543	3,480	4,288	4,515
Morris & Co.	1,095	507	20	671
Hunter Pkg. Co.	1,138	41	1,847	126
Hell Pkg. Co.	.....	1,422	.....	.....
Krey Pkg. Co.	.....	2,032	.....	.....
Shippers	2,108	3,468	18,451	706
Others	2,863	290	10,620	489
Total	11,426	10,295	46,608	10,000
Not including 1,818 cattle, 3,094 calves, 28,022 hogs and 2,238 sheep bought direct.				

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sieloff Pkg. Co.	158	75	670	.....
Krey Pkg. Co.	.....	496	.....	.....
Laclede Pkg. Co.	.....	494	.....	.....
Sokolik Pkg. Co.	45	2	.....	5
Madison Pkg. Co.	2	77	11	.....
Stoats Pkg. Co.	13	4	.....	.....
Glaser Pkg. Co.	.....	.....	.....	.....
Belosot Pkg. Co.	.....	16	.....	16
Shippers	189	1,436	407	.....
Others	205	58	476	1
Total	455	402	3,723	429

## SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,917	230	14,724	8,507
Armour and Co.	344	15,462	8,802	.....
Swift & Co.	2,659	229	9,139	8,220
Shippers	2,103	16	11,076	1,478
Others	247	17	43	.....
Total	11,146	736	50,444	19,307

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,053	929	12,974	15,006
Armour and Co.	4,047	928	11,427	7,653
Others	1,085	120	350	2,957
Total	8,185	1,977	24,751	28,618

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,939	695	3,130	619
Wilson & Co.	2,121	612	2,894	582
Others	175	36	564	.....
Total	4,235	1,343	6,638	1,201

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,250	718	2,415	2,913
Dold Pkg. Co.	532	15	1,040	127
Wichita D. B. Co.	22	.....	.....	.....
Dunn-Ostertag	84	.....	.....	.....
Fred W. Dold & Sons	53	.....	614	.....
Sundowner Pkg. Co.	51	.....	140	.....
Total	2,042	733	5,018	3,043
Not including 1,644 hogs bought direct.				

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	937	167	2,187	14,679
Armour and Co.	862	237	2,347	15,141
Others	1,643	225	2,398	15,030
Total	3,442	629	6,932	44,850

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,017	4,472	8,367	3,903
Cudahy Pkg. Co.	298	1,772	.....	.....
Swift & Co.	4,825	6,499	12,675	4,168
United Pkg. Co.	1,900	.....	31	.....
Others	1,055	262	11,442	1,335
Total	10,899	13,066	32,484	8,496

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,896	8,194	6,739	841
Swift & Co., Harrisburg, Pa.	.....	.....	188	.....
U. D. B. Co., N. Y.	49	.....	.....	.....
Omaha Pkg. Co., Chi.	65	.....	.....	.....
Bimber, Harrison, N. Y.	.....	.....	727	.....
The Layton Co.	.....	.....	279	.....
R. Gumz & Co.	68	.....	.....	.....
Armour & Co., Mil.	734	4,108	.....	.....
Armour & Co., Chi.	41	.....	.....	.....
N.Y.B.D.M.Co., N.Y.	20	.....	.....	.....
Shippers	123	23	40	4
Others	545	454	30	42
Total	3,478	12,779	8,001	887

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,736	875	8,914	1,538
Armour and Co.	459	133	1,330	.....
Hilgemeler Bros.	10	.....	1,005	.....
Brown Bros.	120	29	154	6
Stump Bros.	.....	.....	192	.....
Meier Pkg. Co.	98	.....	67	.....
Indiana Prov. Co.	21	13	116	.....
Schussler Pkg. Co.	.....	.....	360	.....
Maass-Hartman Co.	20	5	.....	.....
Art Wabnitz	6	66	.....	17
Shippers	2,326	2,202	16,818	1,704
Others	569	80	227	300
Total	5,348	3,393	29,183	3,505

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gail's Sons.	.....	16	.....	138
Ideal Pkg. Co.	.....	.....	474	.....
E. Kahn's Sons Co.	1,406	245	5,351	1,146
Kroger & B. Co.	100	310	2,063	.....
J. Lohrey Pkg. Co.	8	.....	268	.....
H. H. Meyer Pkg. Co.	12	.....	2,600	.....
A. Sander Pkg. Co.	5	.....	480	.....
J. Schlachter's Sons.	185	214	.....	.....
J. & F. Schroth Co.	14	.....	2,279	.....
John F. Stegner Co.	413	260	.....	105
Shippers	112	1,182	4,298	105
Others	1,101	480	377	136
Total	3,356	2,716	18,070	1,525
Not including 1,271 cattle, 114 calves, 3,293 hogs and 1,218 sheep bought direct.				

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended March 17, 1934, with comparisons:

## CATTLE.

	Week ended, Mar. 17.	Prev. week, Mar. 10.	Cor. week, 1933.
Chicago	40,851	34,419	22,811
Kansas City	17,566	15,070	15,436
Omaha	22,275	18,748	14,740
East St. Louis	11,426	10,758	8,239
St. Joseph	8,185	5,541	4,589
Sioux City	11,146	9,700	8,515
Oklahoma City	4,235	3,931	2,335
Wichita	2,042	1,991	1,873
Denver	3,442	3,295	2,490
St. Paul	10,899	9,788	8,035
Milwaukee	3,478	2,983	2,723
Indianapolis	5,348	4,152	2,940
Cincinnati	3,356	3,175	2,350
Total	144,704	124,000	98,341

## HOGS.

	Week ended, Mar. 17.	Prev. week, Mar. 10.	Cor. week, 1933.
Chicago	63,776	66,515	49,106
Kansas City	17,385	12,862	16,377
Omaha	65,076	38,197	47,679
East St. Louis	46,096	64,951	49,445
St. Joseph	3,723	3,062	.....
St. Joseph	24,751	18,274	18,176
Sioux City	50,444	30,455	31,598
Oklahoma City	6,638	4,067	12,811
Wichita	5,018	2,787	7,632
Denver	6,932	5,066	5,478
St. Paul	32,484	27,503	35,414
Milwaukee	8,001	6,540	9,820
Indianapolis	29,183	24,513	26,785
Cincinnati	18,070	14,328	18,625
Total	378,059	317,180	328,948

## SHEEP.

	Week ended, Mar. 17.	Prev. week, Mar. 10.	Cor. week, 1933.
Chicago	54,230	40,064	54,291
Kansas City	32,065	23,817	32,039
Omaha	32,165	14,397	26,248
East St. Louis	10,000	6,542	5,592
St. Joseph	429	621	.....
Sioux City	28,618	21,680	25,224
St. Joseph	19,307	8,576	10,868
Oklahoma City	1,201	296	1,391
Wichita	3,043	2,400	4,511
Denver	44,850	13,328	30,289
St. Paul	8,496	7,835	12,004
Milwaukee	887	795	580
Indianapolis	3,585	3,026	5,440
Cincinnati	1,525	1,583	3,526
Total	240,381	145,500	214,808

# CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 12	13,017	1,728	28,158	9,612
Tues., March 13	9,323	3,392	22,669	11,000
Wed., March 14	11,066	1,931	14,707	9,135
Thurs., March 15	7,738	2,771	15,164	18,628
Fri., March 16	2,239	805	15,824	12,335
Sat., March 17	200	200	11,000	4,000
Total this week	43,615	10,827	110,522	65,000
Previous week	36,378	10,585	80,698	48,804
Year ago	23,294	10,057	89,102	50,197
Two years ago	33,910	16,574	124,290	70,791

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 12	3,544	106	3,535	4,322
Tues., March 13	9,939	210	2,406	2,938
Wed., March 14	2,947	108	790	14
Thurs., March 15	1,817	102	1,671	2,963
Fri., March 16	721	90	1,720	2,559
Sat., March 17	100	.....	200	1,000
Total this week	11,188	625	10,322	14,584
Previous week	8,969	443	14,100	14,578
Year ago	4,914	286	6,736	18,074
Two years ago	11,101	782	20,140	23,978

Total receipts for month and year to Mar. 17, with comparisons:

	March.	1933.	1934.	1933.
Cattle	90,760	62,948	486,181	355,000
Calves	24,955	17,754	107,108	74,651
Hogs	223,336	232,743	1,089,241	1,455,587
Sheep	141,558	154,418	649,580	880,066

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

WEEKLY AVERAGE PRICE OF LIVESTOCK.				
Week ended Mar. 17.	\$ 5.90	\$ 4.35	\$ 4.50	\$ 9.40
Previous week .....	5.70	4.45	4.50	9.10
1933 .....	5.35	3.95	2.20	5.50
1932 .....	6.30	4.45	3.50	7.30
1931 .....	8.45	7.00	4.00	8.45
1930 .....	12.65	10.50	5.10	10.00
1929 .....	12.85	11.60	7.85	17.05
Av. 1929-1933 .....	\$ 9.10	\$ 7.60	\$ 4.85	\$ 9.75

# SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended March 17, 1934.

## CATTLE.

	Week ended Mar. 17.	Prev. week.	Cor. week.
Chicago	31,258	26,244	17,846
Kansas City	21,880	19,679	15,436
Omaha	18,589	16,911	14,908
St. Louis	16,145	15,660	12,076
St. Joseph	9,301	8,850	5,827
Sioux City	9,738	8,894	7,218
Fort Worth	2,775	2,775	2,245
Philadelphia	4,070	4,070	3,228
Indianapolis	4,828	1,598	1,095
New York & Jersey City	2,011	1,841	1,090
Oklahoma City	9,119	8,663	7,518
Cincinnati	5,703	5,549	3,148
Denver	3,708	3,890	2,204
St. Paul	4,400	4,071	3,897
Milwaukee	9,844	8,420	7,894
Total	156,555	133,231	106,539

## HOGS.

Chicago	94,617	71,324	70,008
Kansas City	37,483	22,862	37,684
Omaha	47,808	21,520	35,444
St. Louis	28,157	22,821	32,932
St. Joseph	24,593	16,987	17,170
Sioux City	39,836	19,778	25,373
Fort Worth	6,181	5,145	4,311
Philadelphia	8,799	14,659	16,385
Indianapolis	14,148	10,375	14,532
New York & Jersey City	40,136	40,469	35,904
Oklahoma City	7,704	4,632	12,811

Cincinnati	14,037	14,412	14,837
Denver	6,932	3,096	4,823
St. Paul	21,042	16,461	26,450
Milwaukee	6,986	6,361	9,808
Total	402,503	290,932	389,610

## SHEEP.

Chicago	50,778	38,558	30,708
Kansas City	32,065	23,817	32,069
Omaha	34,058	17,930	25,442
East St. Louis	9,294	4,603	7,133
St. Joseph	25,661	18,552	21,276
Sioux City	17,819	10,491	10,341
Fort Worth	3,048	2,400	4,311
Philadelphia	2,871	1,039	10,359
Indianapolis	3,987	4,217	6,455
New York & Jersey City	2,261	2,040	1,404
Oklahoma City	1,201	296	1,391
Cincinnati	1,374	1,680	3,635
Denver	44,850	13,323	3,512
St. Paul	7,161	6,671	9,287
Milwaukee	884	798	580
Total	281,276	191,987	223,285

## NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended March 17, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,211	7,513	3,837	18,910
Central Union	1,969	1,410	.....	6,530
New York	950	2,932	10,498	4,604
Total	7,130	11,855	14,335	30,044
Previous week	6,580	13,098	17,988	41,567
Two weeks ago	7,380	11,620	10,164	44,186

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, March 22, 1934, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Li. lt. (140-160 lbs.) gd.-ch.	\$3.40@ 4.25	\$3.15@ 4.25	\$3.00@ 3.65	\$3.25@ 3.95	\$2.90@ 3.80
Li. wt. (160-180 lbs.) gd.-ch.	4.00@ 4.40	4.00@ 4.30	3.25@ 3.75	3.75@ 4.00	3.50@ 3.90
(180-200 lbs.) gd.-ch.	4.25@ 4.45	4.25@ 4.35	3.50@ 3.90	3.85@ 4.00	3.85@ 3.90
Med. wt. (200-220 lbs.) gd.-ch.	4.35@ 4.50	4.30@ 4.35	3.75@ 3.90	3.90@ 4.00	3.85@ 3.90
(220-250 lbs.) gd.-ch.	4.35@ 4.45	4.30@ 4.35	3.75@ 3.95	3.90@ 4.00	3.80@ 3.90
Hvy. wt. (250-290 lbs.) gd.-ch.	4.15@ 4.45	4.25@ 4.35	3.65@ 3.85	3.85@ 4.00	3.60@ 3.90
(300-350 lbs.) gd.-ch.	4.05@ 4.25	4.00@ 4.30	3.40@ 3.75	3.75@ 3.95	3.50@ 3.75
Pkg. sows (275-350 lbs.) good.	3.50@ 3.65	3.35@ 3.50	3.20@ 3.30	3.40@ 3.50	3.20@ 3.30
(350-425 lbs.) good	3.40@ 3.60	3.30@ 3.45	3.15@ 3.25	3.30@ 3.45	3.05@ 3.25
(425-550 lbs.) good	3.30@ 3.50	3.20@ 3.40	3.10@ 3.20	3.25@ 3.35	3.00@ 3.15
(725-550 lbs.) medium	3.15@ 3.50	3.20@ 3.40	3.00@ 3.20	3.15@ 3.35	3.00@ 3.25
Str. pigs (100-130 lbs.) gd.-ch.	2.50@ 3.40	2.25@ 2.90	2.25@ 3.00	2.50@ 3.40	2.25@ 3.00
Av. cost & wt. Wed. (pigs excl.)	4.30-226 lbs.	4.11-202 lbs.	3.62-244 lbs.	3.86-242 lbs.	.....

## Slaughter Cattle, Calves & Vealers:

STEERS (550-900 LBS.):	Choice	Good	Medium	Common
Choice	7.00@ 7.75	6.50@ 7.00	6.60@ 7.15	6.25@ 7.15
Good	6.00@ 7.00	5.75@ 6.50	5.85@ 6.60	5.50@ 6.40
Medium	5.00@ 6.00	4.75@ 5.75	5.00@ 5.85	4.75@ 5.80
Common	3.75@ 5.00	3.75@ 4.75	3.75@ 5.00	3.75@ 4.75

## STEERS (900-1100 LBS.):

Choice	7.00@ 7.75	6.50@ 7.00	6.50@ 7.15	6.40@ 7.15	6.35@ 7.00
Good	6.00@ 7.00	5.75@ 6.50	5.75@ 6.50	5.60@ 6.40	5.65@ 6.50
Medium	4.75@ 6.00	4.75@ 5.75	4.85@ 5.85	4.75@ 5.60	4.40@ 5.65
Common	3.75@ 4.75	3.75@ 4.75	3.75@ 5.00	3.75@ 4.75	3.25@ 4.65

## STEERS (1100-1300 LBS.):

Choice	6.75@ 7.65	6.25@ 7.00	6.15@ 7.10	6.00@ 7.15	6.15@ 7.00
Good	5.50@ 6.50	5.50@ 6.50	5.50@ 6.50	5.35@ 6.40	5.35@ 6.35
Medium	4.50@ 6.00	4.50@ 5.75	4.50@ 5.75	4.75@ 4.60	4.00@ 5.35

## STEERS (1300-1500 LBS.):

Choice	6.25@ 7.50	5.75@ 6.75	5.75@ 7.00	5.85@ 6.75	5.65@ 6.65
Good	5.25@ 6.75	5.00@ 6.25	4.75@ 6.15	4.85@ 6.00	4.65@ 6.15

## HEIFERS (550-750 LBS.):

Choice	5.50@ 6.25	6.00@ 6.50	5.50@ 6.00	5.50@ 6.35	5.75@ 6.35
Good	4.75@ 5.50	5.25@ 6.00	4.75@ 5.50	4.75@ 5.75	5.00@ 5.75
Com-med.	3.50@ 4.75	3.25@ 5.25	3.25@ 4.75	3.00@ 4.75	3.15@ 5.00

## HEIFERS (750-900 LBS.):

Good-choice	4.75@ 6.25	.....	4.75@ 6.00	4.75@ 6.35	4.75@ 6.15
Com-med.	3.50@ 5.00	.....	3.25@ 4.75	3.00@ 4.75	2.85@ 5.00

## COWS:

Good	3.25@ 4.25	3.50@ 4.00	3.50@ 4.00	3.50@ 4.00	3.25@ 3.85
Com-med.	2.65@ 3.25	2.75@ 3.50	2.65@ 3.50	2.50@ 3.50	2.50@ 3.25
Low-cut-cut	1.50@ 2.65	1.00@ 2.75	1.50@ 2.65	1.35@ 2.50	1.25@ 2.50

## BULLS (YRLS. EX. BEEF):

Good	3.25@ 3.75	3.25@ 3.75	2.85@ 3.50	3.15@ 3.40	2.85@ 3.25
Cut-med.	2.50@ 3.40	2.50@ 3.35	2.35@ 2.90	2.00@ 3.15	2.15@ 3.10

## VEALERS:

Good-choice	5.50@ 7.75	5.75@ 7.25	5.00@ 6.50	5.00@ 6.50	5.00@ 7.00
Medium	5.50@ 5.50	4.75@ 5.75	4.00@ 5.00	4.00@ 5.00	4.00@ 5.00
Cul-com.	3.50@ 4.50	2.00@ 4.75	3.00@ 4.00	2.50@ 4.00	2.00@ 4.00

## CALVES (250-500 LBS.):

Good-choice	3.50@ 5.00	4.50@ 5.50	3.50@ 5.00	4.25@ 5.25	4.00@ 6.00
Com-med.	3.00@ 5.50	2.50@ 4.50	2.50@ 3.50	2.50@ 4.25	2.50@ 4.00

## Slaughter Sheep and Lambs:

LAMBS:	(90 lbs. down) gd.-ch.*	Com-med.	(90-98 lbs.) gd.-ch.*
(90 lbs. down) gd.-ch.*	8.50@ 9.20	8.75@ 9.50	8.40@ 9.00
Com-med.	7.00@ 8.25	6.00@ 9.00	6.75@ 8.40
(90-98 lbs.) gd.-ch.*	8.00@ 9.25	8.50@ 9.40	8.40@ 9.00

## YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	6.75@ 8.50	6.75@ 8.50	6.25@ 8.00	6.50@ 7.50	6.25@ 8.00
Medium	6.00@ 7.00	6.50@ 6.75	6.25@ 6.25	5.90@ 6.50	5.25@ 6.50

## EWES:

(90-120 lbs.) gd.-ch.	4.50@ 5.75	4.25@ 5.50	3.50@ 5.60	4.50@ 5.70	4.25@ 5.60
(120-150 lbs.) gd.-ch.	4.00@ 5.65	3.75@ 5.35	3.25@ 5.60	4.25@ 5.40	3.75@ 5.60
(All weights) com-med.	3.00@ 4.50	2.75@ 4.25	2.25@ 3.50	2.25@ 4.50	2.75@ 4.25

\*Quotations based on ewes and wethers.

## RECEIPTS AT CENTERS

SATURDAY, MARCH 17, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	200	11,000	4,000
Kansas City	100	800	700
Omaha	125	1,600	2,600
St. Louis	750	1,700	1,200
St. Joseph	100	1,000	1,000
Sioux City	100	1,000	100
St. Paul	200	1,000	100
Fort Worth	100	300	200
Denver	300	200	3,600
Louisville	200	100	100
Wichita	400	900	100
Indianapolis	100	2,000	100
Pittsburgh	.....	300	200
Cincinnati	200	600	200
Buffalo	100	800	100
Nashville	300	400	200
Oklahoma City	100	200	.....

MONDAY, MARCH 19, 1934.

Chicago	13,000	22,000	14,000
Kansas City	9,000	5,000	12,000
Omaha	10,500	8,000	10,000
St. Louis	3,000	7,500	3,000
St. Joseph	2,500	4,000	7,500
Sioux City	4,000	6,500	6,500
St. Paul	3,000	5,000	4,000
Fort Worth	1,200	500	800
Milwaukee	600	1,000	100
Denver	2,300	1,800	12,200
Louisville	900	.....	300
Wichita	1,900	1,900	700
Indianapolis	600	3,000	300
Pittsburgh	400	3,800	1,000
Cincinnati	1,000	3,200	600
Buffalo	1,000	5,300	3,100
Cleveland	800	900	1,500
Nashville	400	900	200
Oklahoma City	1,400	1,300	400

TUESDAY, MARCH 20, 1934.

Chicago	8,000	20,000	13,000
Kansas City	5,000	4,000	9,000
Omaha	7,500	10,000	5,000
St. Louis	3,200	9,000	1,700
St. Joseph	1,800	1,800	5,500
Sioux City	3,500	10,500	3,000
St. Paul	2,000	6,500	800
Fort Worth	1,000	600	8,000
Milwaukee	800	1,000	200
Denver	500	800	10,500
Louisville	300	900	200
Wichita	900	1,300	500
Indianapolis	1,600	5,000	300
Pittsburgh	200	1,000	300
Cincinnati	300	5,000	1,000
Buffalo	100	900	100
Cleveland	200	500	600
Nashville	500	900	300
Oklahoma City	1,100	800	500

WEDNESDAY, MARCH 21, 1934.

Chicago	7,500	22,000	8,000
Kansas City	4,500	4,500	10,000
Omaha	6,000	9,000	7,000
St. Louis	1,500	7,500	2,500
St. Joseph	1,800	7,500	4,500
Sioux City	2,000	7,000	5,000
St. Paul	2,700	6,500	4,000
Fort Worth	900	1,000	1,000
Milwaukee	800	1,400	100
Denver	1,000	1,000	3,200
Louisville	300	900	200
Wichita	800	1,300	500
Indianapolis	2,000	6,000	500
Pittsburgh	.....	1,000	500
Cincinnati	700	3,000	100
Buffalo	200	2,000	400
Cleveland	300	600	100
Nashville	100	500	100
Oklahoma City	900	700	100

THURSDAY, MARCH 22, 1934.

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# CHICAGO SECTION

Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Iowa, was a Chicago visitor this week.

John J. Dupps, jr., vice president, Cincinnati Butchers' Supply Corp., Cincinnati, was in town for a few days this week.

S. F. Spencer, treasurer, the Keefe-Le Sturgeon Co., Arkansas City, Kans., spent several days in Chicago during the past week.

P. L. Tovrea, president, Tovrea Packing Co., Phoenix, Ariz., stopped in Chicago the past week on his way to Washington on a business trip.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 17,100 cattle, 7,416 calves, 47,530 hogs, 28,778 sheep.

Thos. C. Behrendsen, a member of the Packers' Hide Association, has returned to Chicago after spending several days on a business trip in the East.

Word was received in Chicago this week of the death of W. G. Glenn, sales manager of Iowa Packing Co., Des Moines, Iowa. Mr. Glenn died at his home Thursday evening. He had passed a crisis in pneumonia but failed to rally.

W. G. Glenn, sales manager of Iowa Packing Co., Des Moines, Iowa, died at his home Thursday evening of this week. He had passed a crisis in pneumonia but failed to rally.

E. L. Griffith, president, Griffith Laboratories, left March 18 for a trip to England and the Continent. He expects to be gone for two months and will spend most of his time on the Continent.

Provision shipments from Chicago for the week ended March 17, 1934, with comparisons, were as follows:

	Week Mar. 17.	Previous week.	Same week, '33.
Cured meats, lbs.	23,294,000	20,463,000	14,274,000
Fresh meats, lbs.	39,851,000	44,675,000	35,860,000
Lard, lbs.	4,668,000	3,726,000	5,462,000

The following changes have been made recently in Armour branch house personnel: I. B. Porrens has assumed management at Peoria, Ill., succeeding P. T. Calihan, who has resigned; J. J. Macek succeeds M. V. Dustheimer at Springfield, Ill.; J. H. Beach succeeds A. D. Bentley at Utica, New York.

F. H. Prince, director and chairman of the finance committee of Armour and Company returned from Europe this week after a brief sojourn in France. He met informally with officials of the company for discussion of the formulation of a new plan for recapitalization of the company, although on his arrival he said that adjustment must be held up until an agreement for the meat packing industry is reached with Secretary of Agriculture Wallace.

## INTEREST IN MEAT LECTURES.

Representative dietitians from every part of the city, and members of home economics classes of the University of Chicago; made up an audience of 150 persons who attended a meat cutting demonstration at Billings Memorial Hospital in Chicago, March 16. The demonstration was sponsored by Miss Evelyn G. Halliday of the University's food and nutrition department and instructor of the students who attended.

The demonstration, accompanied by a lecture, was presented by Max O. Cullen of the National Live Stock and Meat Board. Mr. Cullen explained how to judge quality in meat and covered briefly the subject of cuts, their origin in the carcass, and their uses. He asserted that 22 per cent of the hospital budget goes for food and that of this amount, from 20 to 25 per cent goes for meat.

In the cutting demonstration, Mr. Cullen used a fore quarter and a hind quarter of beef, illustrating modern styles in cuts which help to solve meat buying problems and at the same time lend variety to the meat dish.

Demonstrations of modern meat cuts,

## PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, March 21, 1934, or nearest previous date, with number shares dealt in during week, and closing prices, March 14, 1934:

	Sales.	High.	Low.	—Close—
	Week ended			March March
	March 21.	March 21.	21.	14.
Amal. Leather.	2,700	6 1/4	6	6 3/4
Do. Pfd.	400	40	39 1/2	40
Amer. H. & L.	1,200	9	9	10 1/2
Do. Pfd.	2,300	37 1/2	36	36
Amer. Stores.	700	40 1/2	40 1/2	41
Armour A.	19,527	6 3/4	6 3/4	6 3/4
Do. B.	9,050	2 1/2	2 1/2	3
Do. Ill. Pfd.	13,600	59 3/4	57 1/2	60 3/4
Do. Del. Pfd.	500	87 1/2	87 1/2	87
Bechnut Pack.	600	61	61	60 1/4
Bohach, H. C.	.....	.....	.....	15 1/2
Do. Pfd.	.....	.....	.....	58
Brennan Pack.	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	50
Chick. Co. Oil.	2,600	27 1/2	27 1/2	28 1/4
Childs Co.	2,700	9 1/2	9	10 1/2
Cudahy Pack.	1,000	43 1/2	43 1/2	46
First Nat. Strs.	3,000	56 1/2	54 1/2	56 1/2
Gen. Foods	7,600	33 1/2	33 1/2	34
Gobel Co.	6,300	8 1/2	7 1/2	8 1/2
Gr. A. & P. 1st Pfd.	180	123 1/2	123 1/2	125
Do. New	250	138	136 1/2	137
Hormel, C. A.	50	19	19	19
Hygrade Food.	500	4 1/4	4 1/4	4 1/2
Kroger G. & B.	9,400	30	29	31 1/2
Libby McNeill.	6,800	5 1/2	5	5 1/2
McMarr Stores.	.....	.....	.....	8 1/2
Mayer, Oscar.	.....	.....	.....	5 1/2
Mickelberry Co.	250	.....	.....	2 1/2
M. & H. Pfd.	.....	.....	.....	8
Morrell & Co.	300	44 1/2	44 1/2	45 1/2
Nat. Fd. Pd. A.	.....	.....	.....	1 1/2
Do. B.	.....	.....	.....	5
Nat. Leather.	2,700	1 1/2	1 1/2	1 1/2
Nat. Tea	1,400	16 1/2	16 1/2	17 1/2
Proc. & Gamb.	7,100	35 1/2	34	35
Rath Pack.	100	24 1/2	24 1/2	25
Safeway Strs.	1,800	51	51	52
Do. 6% Pfd.	150	90	90	98 1/2
Do. 7% Pfd.	14,080	106 1/2	106	107 1/2
Stahl Meyer	.....	.....	.....	5 1/2
Swift & Co.	10,750	16 1/2	15 1/2	16 1/2
Do. Intl.	5,700	27 1/2	27 1/2	27 1/2
Trans. Pork	.....	.....	.....	33 1/2
U. S. Cold Stor.	.....	.....	.....	10 1/2
U. S. Leather.	1,000	9 1/2	9 1/2	10 1/2
Do. A.	300	15 1/2	15 1/2	16 1/2
Do. Pr. Pfd.	.....	.....	.....	75
Wesson Oil	5,400	24 1/2	24 1/2	26 1/2
Do. Pfd.	700	58 1/2	58 1/2	58
Wilson & Co.	2,100	6 1/2	6 1/2	7 1/2
Do. A.	14,500	19 1/2	18 1/2	20 1/2
Do. Pfd.	2,800	70 1/2	69 1/2	70

and lectures on the practical value of these cuts for the homemaker, were featured this week at two sessions of the Chicago Evening American cooking classes in charge of Mary Martensen, home economics director. In addition to showing a keen interest in the demonstration, the women were much interested in the accompanying talk revealing meat as an important source of protein, phosphorus, iron and other essential food elements.

## JOHN CLAY DIES IN CHICAGO.

John Clay, one of the oldest and most widely known livestock commission men in the United States, died at his home in Chicago on March 17, at the age of 83 years. Mr. Clay was born in Scotland in 1851 and has been closely associated with livestock in the British Isles and on the North American Continent throughout his life. He opened his commission business in the Chicago Union stockyards in 1883 and at the time of his death his company operated on ten of the principal markets.

Mr. Clay did much for the improvement of meat animal production, through his active cooperation with range producers as well as Corn Belt farmers. He was a director of the International Livestock Exposition from the time of its establishment in 1900, and for 10 years previous to 1924 was president of the exposition.

## VISKING HAS FIVE-DAY WEEK.

The Visking Corporation, manufacturers of the well known cellulose containers for the sausage industry, is one of the first of the larger concerns serving the packing industry to put its office on a five-day week. Notices have been sent out that commencing with the week of March 19, the general office and traffic department would be closed on Saturdays, but that owing to continued large demand for its products, the plant still continues on a twenty-four hour seven-day week. Hours of labor are so staggered that the employees are each limited to forty hours per week.

## NEW MEAT PRODUCTS.

Canned roast beef and canned roast veal are being produced by the newly organized Herko Products Company in Chicago. Harry Herman is president of the new organization and Stephen Komarik, vice-president.

## L. J. ADLER SUCCEEDS BROTHER.

Management of one of the oldest meat establishments in Illinois passed into the hands of Lawrence J. Adler a short time ago on the death of his brother, Jacob C. Adler, president of J. C. Adler Company, Joliet, Ill. Mr. Adler's father, Jacob Adler, sr., opened a market in Joliet in 1855, sixteen years before the birth of his son, Jacob. When Jacob was seventeen years old he went to work in his father's market. In 1907 the J. C. Adler Company was formed which the elder Adler headed as president until the time of his death

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## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

## PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

in 1919 when the son succeeded. During this period Lawrence J. Adler was secretary and treasurer of the company which he now heads as president. The market is one of the largest of its kind in northern Illinois. In addition to retailing, the company conducts a wholesale business, slaughtering some of its livestock and manufactures certain of its meat products.

average between 30 and 60 lbs., green weight, with a range tolerance of 10 per cent below the minimum and above the maximum, but the average of 30 to 60 lbs. must be maintained. They will be given a rough Wiltshire trim before cutting for cure.

### Cuts for Curing.

For curing, the sides are divided into shoulders, middles and hams. The shoulders are cut three ribs wide and so as to leave the entire blade in the shoulder. They are then cut into picnic and rough butt, neckbone out, without removal of other bones, fat or trimmings. The picnic should be cut short enough so that no picnic will come out of smoke weighing over 6 lbs.

Middles are cut into rib backs and rib bellies, without further trimming or backstrapping.

Hams are cut off square at ordinary domestic ham length about 2½ in. from the aitch bone, without removal of flanks, facings, and trimmings. They may be cut before cure into pieces weighing not less than 3 lbs. and not more than 6 lbs.

### Shipping Instructions.

All meats are given a sweet pickle cure, in accordance with commercial practice. They may be held a reasonable length of time in ordinary curing temperature, after reaching cured age, awaiting shipping instructions. They are to be thoroughly washed before smoking and smoked with hardwood or hardwood sawdust for at least 24 hours at a temperature of not less than 115 degs. F. They are to be cool, dry and firm when packed for delivery.

Each cut is to be wrapped in one sheet of a greaseproof paper and one sheet of kraft paper or in other equivalent grades. It is not necessary to tie the packages, which are packed in 100 lb. boxes for shipment.

As in all previous awards, the packages of meat and lard are to be marked "Not To Be Sold. Distributed by Federal Emergency Relief Corporation. Not to Be Sold." Each shipping crate or box must show the name, location and establishment number of the packer, nature of contents, net weight, month and year of packing, "U. S. Inspected and Passed," and in prominent lettering, "Keep In A Cool, Dry Place."

All product under both schedules is for charitable purposes and the relief corporation will make claim for refund on the processing tax. It is requested, therefore, that each packer delivering product under these schedules state the kind of tax paid or to be paid. By this is meant, whether floor stock tax or processing tax, and if the latter, the month in which the processing was done and where the processing occurred. When different rates of processing tax were in effect, the quantity on which tax was paid or will be paid at each rate must be given, as well as the date or dates of payment of the tax. If not paid at the time the invoice is submitted, a statement agreeing to notify the corporation when it is paid and the collector to whom payment is made, must accompany the invoice. The bidder will be required to keep the necessary records to establish these facts regarding the processing tax.

### GOVERNMENT CALLS FOR BIDS.

(Continued from page 18.)

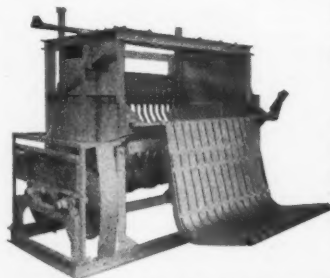
in crates or boxes of approximately 100 lbs. each. These containers should be of a size to hold not over 110 lbs. each.

Lard is to be delivered in a package consisting of an inner wrapper of parchment paper and an outer carton of suitable quality and construction. The 1-lb. units are packed preferably in cartons but if necessary they may be packed in crates or boxes containing 30 units each.

Included in this schedule are D. S. bellies, D. S. fat backs, S. P. smoked No. 1 regular hams, S. P. smoked No. 1 skinned hams, S. P. smoked No. 1 picnics, smoked No. 1 belly bacon, either S. P. or dry cure and S. P. smoked No. 1 boneless butts.

Pork products to be delivered under this schedule are to be cut before smoking and are to be taken out of cure only as long prior to shipping as is required to smoke and properly prepare for shipment.

Under Schedule 52 hogs weighing between 100 and 200 lbs. alive will be eligible for product to be made into smoked pork sides. Each side is to



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# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## FUTURE PRICES.

SATURDAY, MARCH 17, 1934.				
	Open.	High.	Low.	Close.
LARD—				
May (Old)	5.97½	5.97½	5.95	5.95b
May	6.52½	6.52½	6.47½	6.50ax
July	6.60	6.60	6.55	6.55b
Sept.	6.82½	6.82½	6.72½	6.77½
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.45a
May	8.00	8.05	7.90	8.05b
July	8.25	8.25	8.07½	8.22½b
Sept.	8.47½	8.50	8.45	8.50b

## MONDAY, MARCH 19, 1934.

LARD—				
May (Old)	5.90	5.90	5.75	5.80
May	6.42½	6.42½	6.32½	6.35b
July	6.52½	6.52½	6.35	6.42½ax
Sept.	6.72½	6.72½	6.50	6.57½
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.40n
May	8.02½	8.02½	8.00	8.00ax
July	8.27½	8.27½	8.25	8.25ax
Sept.	8.55	.....	.....	8.55ax

## TUESDAY, MARCH 20, 1934.

LARD—				
May (Old)	5.85	.....	.....	5.85ax
May	6.42½	6.42½	6.37½	6.37½b
July	6.47½	6.50	6.45	6.45b
Sept.	6.62½	6.70	6.62½	6.65b
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.40n
May	.....	.....	.....	8.00ax
July	.....	.....	.....	8.25ax
Sept.	.....	.....	.....	8.55ax

## WEDNESDAY, MARCH 21, 1934.

LARD—				
May (Old)	5.82½	.....	.....	5.82½ax
May	6.37½	6.37½	6.32½	6.37½ax
July	6.47½	6.47½	6.42½	6.45
Sept.	6.67½	6.67½	6.62½	6.65ax
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.35n
May	.....	.....	.....	7.95ax
July	.....	.....	.....	8.25n
Sept.	.....	.....	.....	8.55ax

## THURSDAY, MARCH 22, 1934.

LARD—				
May (Old)	5.80	.....	.....	5.80
May	6.25	6.35	6.25	6.32½ax
July	6.25	6.40	6.25	6.35b
Sept.	6.50	6.60	6.50	6.67½ax
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.35n
May	.....	.....	.....	7.95n
July	.....	.....	.....	8.25ax
Sept.	.....	.....	.....	8.55ax

## FRIDAY, MARCH 23, 1934.

LARD—				
May (Old)	5.82½	.....	.....	5.82½ax
May	6.32½	.....	.....	6.32½b
July	6.37½	.....	.....	6.37½
Sept.	6.60	6.60	6.57½	6.60ax
CLEAR BELLIES—				
May (Old)	.....	.....	.....	7.35n
May	.....	.....	.....	7.95
July	.....	.....	.....	8.25ax
Sept.	.....	.....	.....	8.50ax

Key: ax, asked; b, bid; n, nom; —, split.

## CASH PRICES.

Based on actual carlot trading Thursday,  
March 22, 1934.

REGULAR HAMS.			
	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	12	11½	12
10-12	12	11½	12
12-14	12	11	11½
14-16	12	10½	11½
16-18 range	12	.....	.....

BOILING HAMS.			
	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	12	10½	11½
18-20	12	10½	11½
20-22	12	10½	11½
16-22 range	12	.....	.....

SKINNED HAMS.			
	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	12½	12	12½
12-14	12½	12	12½
14-16	12½	12	12½
16-18	12½	11½	12
18-20	11½	10½	11
20-22	11½	9½	10½
22-24	10½	9½	10½
24-26	10½	9	.....
26-30	9½	8½	.....
30-35	9½	7½	.....

PICNICS.			
	Green Standard.	Sweet Pickled Standard.	Sh.Shank.
4-6	8	8½	8½
6-8	8	8	8½
8-10	7½	8	8½
10-12	7½	8½	8½
12-14	7½	8½	8½

BELLIES.			
	Green Sq. Sdls.	S.P. Cured Dry Cured.	
6-8	12	11½	12
8-10	11½	11½	11½
10-12	11½	11	11½
12-14	10½	10½	10½
14-16	10½	9½	10½
16-18	10	9½	10

*D. S. BELLIES.			
	Clear Standard.	Fancy.	Rib
14-16	8½	.....	.....
16-18	8½	8½	.....
18-20	8	8½	8
20-25	8	8½	8
25-30	7½	8½	7½
30-35	7½	7½	7½
35-40	7½	7½	7½
40-50	7½	7½	7½
50-60	7½	7½	7½

\*New but fully cured.

D. S. FAT BACKS.			
	Standard.	Export Trim.	
8-10	5½	6	6
10-12	6	6½	6½
12-14	6½	6½	6½
14-16	7½	7½	7½
16-18	7½	7½	7½
18-20	7½	7½	7½
20-25	8	8½	8½

OTHER D. S. MEATS.			
Extra short clears	35-45	7½n	.....
Extra short ribs	35-45	7½n	.....
Regular plates	6-8	5½	.....
Clear plates	4-6	5½	.....
Jowl butts	.....	4½	.....
Green square jowls	.....	5½	.....
Green rough jowls	.....	5½	.....
Prime steam, cash	6-17½	.....	.....
Prime steam, loose	6-17½	.....	.....
Refined, boxed, N. Y.—Export	unquoted	.....	.....
Neutral, in tierces	8.00	.....	.....
Raw leaf	6.25	.....	.....

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8½	10½
Cinnamon	12	16
Cloves	13½	18
Coriander	7	8½
Ginger	10	10
Mace, Banda	62	64
Nutmeg	12	12
Pepper, black	12	13½
Pepper, Cayenne	21	21
Pepper, red	16	16
Pepper, white	18	20

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended March 17, 1934:

	Week ended Mar. 17, 1934, bbls.	Week ended Mar. 18, 1934, bbls.	From Nov. 1, 1933, to Mar. 17, 1934, bbls.
Total	125	12	1,804
To United Kingdom	105	.....	1,074
Other Europe	20	12	481
West Indies	.....	.....	209

## BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	3,825	1,692	55,246
To United Kingdom	3,418	1,555	48,774
Other Europe	303	85	4,729
West Indies	66	52	131
Other countries	38	.....	1,402

## LARD.

	M lbs.	M lbs.	M lbs.
Total	5,433	7,806	157,141
To United Kingdom	4,012	5,206	102,574
Other Europe	1,251	2,560	49,080
So. and Cent. America	164	60	2,783
West Indies	66	61	2,082
Other countries	.....	.....	.....

## TOTAL EXPORTS BY PORTS.

Week ended March 17, 1934.

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	125	554	2,001
Boston	.....	.....	418
Baltimore	.....	.....	161
Norfolk	.....	.....	86
New Orleans	.....	.....	379
Newport News	.....	.....	1,811
St. John, N. B. West	.....	.....	1,459
Halifax	.....	.....	3,825
Total week	125	3,825	54,831
Previous week	152	4,243	61,611
2 weeks ago	.....	4,806	6,675
Cor. week 1933	12	1,692	7,806

## SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO MARCH 17, 1934.

	1933 to 1934, M lbs.	1932 to 1933, M lbs.	Increase, De-crease.
Pork, M lbs.	373	738	365
Bacon and Hams, M lbs.	55,246	29,470	25,777
Lard, M lbs.	157,141	215,990	58,857

## CURING MATERIALS.

	Cwt.	Secks.
Nitrite of soda, per 100 lbs. (1 to 4 bbl. delivered.)	\$9.08	.....
(5 or more bbls. per 100 lbs. delivered)	8.03	.....
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:	.....	.....
Dbl. refined granulated	6.12½	5.90
Small crystals	7.12½	6.90
Medium crystals	7.50	7.25
Large crystals	7.87½	7.68
Dbl. refd. gran. nitrate of soda	9½	3.25
Salt, per ton, in carlots, f.o.b. Chicago:	.....	.....
Granulated, air dried	\$6.00	.....
kiln dried	8.10	.....
Medium, air dried	8.10	.....
kiln dried	10.00	.....
Rock, carlots, per ton, f.o.b. Chicago	8.00	.....
Sugar—	.....	.....
Raw sugar, 96 basis, f.o.b. New Orleans	\$8.20	.....
Second sugar, 90 basis	none	.....
Standard gran. f.o.b. refiners (2%)	\$4.50	.....
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	\$4.10	.....
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	\$4.00	.....

## ANIMAL OILS.

Prime edible lard oil	.....	8½
Prime inedible	.....	8½
Headlight	.....	8½
Prime winterstrained	.....	8½
Extra winterstrained	.....	8½
Extra lard oil	.....	8½
Extra No. 1 lard oil	.....	8½
No. 1 lard oil	.....	8½
No. 2 lard oil	.....	8½
Acidless tallow oil	.....	8½
20° neatfoot oil	.....	8½
Pure neatfoot oil	.....	8½
Special neatfoot oil	.....	8½
Extra neatfoot oil	.....	8½
No. 1 neatfoot oil	.....	8½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.45	\$1.67½
Oak pork barrels, black iron hoops	1.35	\$1.57½
Ash pork barrels, galv. iron hoops	1.32½	\$1.54
Oak pork barrels, galv. iron hoops	1.42½	\$1.64
White oak ham tierces	2.30	\$2.53½
Red oak lard tierces	2.12½	\$2.10
White oak lard tierces	2.22½	\$2.25

## PORK TRIMMING VALUES.

Is your pork trimming foreman familiar with values? Perhaps he ought to read "PORK PACKING," The National Provisioner's latest book.

**PURE VINEGARS**

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended	Cor. week,
	Mar. 21, 1934.	1933.
Prime native steers—		
400-600	12 @ 13	12 @ 12 1/2
600-800	10 @ 11	12 @ 12 1/2
800-1000	9 1/2 @ 9 3/4	9 @ 9 1/2
Good native steers—		
400-600	10 @ 10 1/2	10 @ 11
600-800	9 @ 9 1/2	9 @ 10 1/2
800-1000	8 @ 8 1/2	8 @ 9 1/2
Medium steers—		
400-600	9 @ 9 1/2	9 1/2 @ 10
600-800	8 1/2 @ 8 3/4	8 1/2 @ 9 1/2
800-1000	7 1/2 @ 8 1/4	7 1/2 @ 8 1/2
Heifers, good, 400-600	9 1/2 @ 10 1/2	9 1/2 @ 11 1/4
Cows, 400-600	9 1/2 @ 10 1/2	9 1/2 @ 11 1/4
Hind quarters, choice	15 1/2	16
Fore quarters, choice	11	10

### Beef Cuts.

Steer loins, prime	@ 20	@ 17
Steer loins, No. 1	@ 17	@ 16
Steer loins, No. 2	@ 16	@ 15
Steer short loins, prime	@ 20	@ 17
Steer short loins, No. 1	@ 17	@ 16
Steer short loins, No. 2	@ 16	@ 15
Steer loin ends (hips)	@ 12	@ 11
Steer loin ends, No. 2	@ 11 1/2	@ 10 1/2
Cow loins	@ 11	@ 10
Cow short loins	@ 11	@ 10
Cow loin ends (hips)	@ 11	@ 10
Steer ribs, prime	@ 13	@ 12
Steer ribs, No. 1	@ 12	@ 11
Steer ribs, No. 2	@ 11	@ 10
Cow ribs, No. 2	@ 8 1/2	@ 8
Cow ribs, No. 3	@ 7 1/2	@ 7
Cow navel ends	@ 10 1/2	@ 9 1/2
Steer rounds, No. 1	@ 9 1/2	@ 9
Steer rounds, No. 2	@ 9	@ 8
Steer chucks, prime	@ 9 1/2	@ 8 1/2
Steer chucks, No. 1	@ 8 1/2	@ 8
Steer chucks, No. 2	@ 7 1/2	@ 7
Cow rounds	@ 8 1/2	@ 7 1/2
Cow chucks	@ 6 1/2	@ 6
Steer plates	@ 5	@ 4
Medium plates	@ 5	@ 4
Briskets, No. 1	@ 7	@ 6
Steer navel ends	@ 3	@ 2
Cow navel ends	@ 3	@ 2
Fore shanks	@ 5	@ 4
Hind shanks	@ 4	@ 3
Strip loins, No. 1, bbls.	@ 20	@ 18
Strip loins, No. 2	@ 17	@ 15
Strip butts, No. 1	@ 14	@ 12
Strip butts, No. 2	@ 12	@ 10
Beef tenderloins, No. 1	@ 40	@ 35
Beef tenderloins, No. 2	@ 30	@ 25
Rump butts	@ 13	@ 12
Flank steaks	@ 12	@ 11
Shoulder clods	@ 8 1/2	@ 8
Hanging tenderloins	@ 6	@ 5 1/2
Insides, green, 6 @ 8 lbs.	@ 9 1/2	@ 9
Outsides, green, 5 @ 6 lbs.	@ 8 1/2	@ 8
Knuckles, green, 5 @ 6 lbs.	@ 9	@ 8 1/2

### Beef Products.

Brains (per lb.)	@ 5 1/2	@ 4
Hearts	@ 7	@ 6
Sweetbreads	@ 15	@ 12
Ox-tail, per lb.	@ 6	@ 5
Fresh tripe, plain	@ 4	@ 3
Fresh tripe, H. C.	@ 8	@ 7
Livers	@ 12	@ 10
Kidneys, per lb.	@ 14	@ 12

### Veal.

Choice carcass	@ 11	@ 10
Good carcass	@ 8	@ 7
Good saddles	@ 10	@ 9
Good racks	@ 8	@ 7
Medium racks	@ 5	@ 4

### Veal Products.

Brains, each	@ 6 1/2	@ 5
Sweetbreads	@ 35	@ 25
Calf livers	@ 35	@ 25

### Lamb.

Choice lambs	@ 16	@ 13
Medium lambs	@ 14	@ 11
Choice saddles	@ 18	@ 15
Heavy fore	@ 16	@ 13
Medium saddles	@ 14	@ 11
Choice fore	@ 14	@ 11
Lamb fore	@ 12	@ 10
Lamb ribs, per lb.	@ 25	@ 20
Lamb tongues, per lb.	@ 15	@ 12
Lamb kidneys, per lb.	@ 20	@ 15

### Mutton.

Heavy sheep	@ 6	@ 5
Light sheep	@ 10	@ 9
Heavy saddles	@ 10	@ 9
Light saddles	@ 12	@ 10
Heavy fore	@ 4	@ 3
Light fore	@ 4	@ 3
Mutton legs	@ 12	@ 10
Mutton loins	@ 12	@ 10
Mutton stew	@ 3	@ 2
Sheep tongues, per lb.	@ 9	@ 8
Sheep heads, each	@ 8	@ 7

## Fresh Pork, etc.

Pork loins, 8 @ 10 lbs. av.	@ 14	@ 11
Picnic shoulders	@ 10	@ 7
Skinless shoulders	@ 11	@ 8
Tenderloins	@ 30	@ 20
Spare ribs	@ 8 1/2	@ 5 1/2
Back fat	@ 12 1/2	@ 9
Boston butts	@ 7 1/2	@ 5 1/2
Boneless butts, cellar	@ 16	@ 10
trim, 2 @ 4	@ 7	@ 5
Hocks	@ 6	@ 4
Tails	@ 2 1/2	@ 1 1/2
Neck bones	@ 6	@ 4
Silp bones	@ 3	@ 2
Blade bones	@ 3	@ 2
Pigs' feet	@ 7	@ 5
Kidneys, per lb.	@ 7	@ 5
Livers	@ 7	@ 5
Brains	@ 5	@ 4
Ears	@ 4	@ 3
Snouts	@ 5 1/2	@ 4
Heads	@ 5	@ 4

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 22	@ 18
Country style sausage, fresh in links	@ 16 1/2	@ 13 1/2
Country style sausage, fresh in bulk	@ 17 1/2	@ 14 1/2
Country style sausage, smoked	@ 19 1/2	@ 16 1/2
Frankfurts in sheep casings	@ 17 1/2	@ 14 1/2
Frankfurts in hog casings	@ 18 1/2	@ 15 1/2
Bologna in beef bungs, choice	@ 16	@ 13
Bologna in beef middles, choice	@ 17	@ 14
Liver sausage in beef rounds	@ 18	@ 15
Smoked liver sausage in hog bungs	@ 17	@ 14
Liver sausage in hog bungs	@ 15 1/2	@ 12 1/2
Head cheese	@ 16 1/2	@ 13 1/2
New England luncheon specialty	@ 23 1/2	@ 19 1/2
Mixed luncheon specialty, choice	@ 16 1/2	@ 13 1/2
Tongue sausage	@ 17 1/2	@ 14 1/2
Blood sausage	@ 16 1/2	@ 13 1/2
Souse	@ 17 1/2	@ 14 1/2
Polish sausage	@ 16	@ 13

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 35	@ 28
Thuringer cervelat	@ 16 1/2	@ 13 1/2
Farmer	@ 24	@ 19
Holsteiner	@ 22	@ 17
B. C. salami, choice	@ 33	@ 26
Milano salami, choice, in hog bungs	@ 33	@ 26
B. C. salami, new condition	@ 17 1/2	@ 14 1/2
Frissas, choice, in hog middles	@ 28	@ 22
Genoa style salami	@ 36	@ 28
Pepperoni	@ 27	@ 21
Mortadella, new condition	@ 17	@ 13
Capicola	@ 20	@ 16
Italian style hams	@ 20	@ 16
Virginia hams	@ 20	@ 16

## SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@ 7	@ 5
Special lean pork trimmings	@ 12	@ 9
Extra lean pork trimmings	@ 13	@ 10
Pork cheek meat	@ 7	@ 5
Pork hearts	@ 6	@ 4
Pork livers	@ 6 1/2	@ 4 1/2
Native boneless bull meat (heavy)	@ 6 1/2	@ 4 1/2
Boneless chucks	@ 6	@ 4
Shank meat	@ 5	@ 4
Beef trimmings	@ 4 1/2	@ 3 1/2
Beef cheeks (trimmed)	@ 3 1/2	@ 2 1/2
Dressed canners, 350 lbs. and up	@ 4 1/2	@ 3 1/2
Dressed cutter coveys, 400 lbs. and up	@ 4 1/2	@ 3 1/2
Dr. bologna bulls, 600 lbs. and up	@ 4 1/2	@ 3 1/2
Beef tripe	@ 2	@ 1
Pork tongues, canner trim, S. P.	@ 18	@ 14

## SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack	@ 36	@ 28
Domestic rounds, 140 pack	@ 47	@ 36
Export rounds, wide	@ 54	@ 41
Export rounds, medium	@ 48	@ 36
Export rounds, narrow	@ 53	@ 40
No. 1 weasands	@ 50	@ 38
No. 2 weasands	@ 50	@ 38
No. 1 bungs	@ 16 @ 18	@ 12 @ 14
No. 2 bungs	@ 11 @ 12	@ 8 @ 10
Middles, regular	@ 1.20	@ .90
Middles, select wide, 2 @ 2 1/2 in. diam.	@ 1.45 @ 1.50	@ 1.10 @ 1.20
Middles, select, extra wide, 2 1/2 in. and over	@ 2.10	@ 1.60
Dried bladders:		
12-15 in. wide, flat	@ .90	@ .70
10-12 in. wide, flat	@ .85	@ .65
8-10 in. wide, flat	@ .85	@ .65
6-8 in. wide, flat	@ .80 @ .85	@ .60 @ .70
Hog casings:		
Narrow, per 100 yds.	@ 2.10	@ 1.60
Narrow, special, per 100 yds.	@ 1.60	@ 1.20
Medium, regular	@ 1.40	@ 1.10
Wide, per 100 yds.	@ 1.35	@ 1.05
Extra wide, per 100 yds.	@ 1.35	@ 1.05
Export bungs	@ 24	@ 18
Large prime bungs	@ 30	@ 22
Medium prime bungs	@ 33	@ 24
Small prime bungs	@ .08	@ .06
Middles, per set	@ .16	@ .12
Stomachs	@ .08	@ .06

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	@ 5.25	@ 4.00
Large tins, 1 to crate	@ 5.75	@ 4.50
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	@ 6.25	@ 5.00
Large tins, 1 to crate	@ 7.00	@ 5.50
Smoked link sausage in hog casings—		
Small tins, 2 to crate	@ 5.50	@ 4.25
Large tins, 1 to crate	@ 6.25	@ 5.00

## DRY SALT MEATS.

Clear bellies, 18 @ 20 lbs.	@ 8 1/2	@ 6 1/2
Clear bellies, 14 @ 16 lbs.	@ 8 1/2	@ 6 1/2
Rib bellies, 25 @ 30 lbs.	@ 8 1/2	@ 6 1/2
Fat backs, 10 @ 12 lbs.	@ 8	@ 6
Fat backs, 14 @ 16 lbs.	@ 8	@ 6
Regular plates	@ 8	@ 6
Butts	@ 4 1/2	@ 3 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	@ 14 1/2 @ 15	@ 11 1/2 @ 12
Fancy skd. hams, 14 @ 16 lbs.	@ 15	@ 12 1/2
Standard reg. hams, 14 @ 16 lbs.	@ 12 1/2 @ 13 1/2	@ 10 @ 11
Picnics, 4 @ 8 lbs.	@ 10	@ 8
Fancy bacon, 6 @ 8 lbs.	@ 17	@ 14
Standard bacon, 6 @ 8 lbs.	@ 14	@ 11
No. 1 beef ham sets, smoked—		
Insides, 6 @ 12 lbs.	@ 25	@ 20
Outsides, 6 @ 9 lbs.	@ 21	@ 17
Knuckles, 6 @ 9 lbs.	@ 24	@ 19
Cooked hams, choice, skin on, fattened	@ 24	@ 19
Cooked hams, choice, skinless, fattened	@ 25	@ 20
Cooked picnics, skin on, fattened	@ 19 1/2	@ 15 1/2
Cooked picnics, skinless, fattened	@ 20 1/2	@ 16 1/2
Cooked loin roll, smoked	@ 24	@ 19

## BARRELED PORK AND BEEF.

Mess pork, regular	@ 21.00	@ 16.00
Family back pork, 24 to 34 pieces	@ 21.00	@ 16.00
Family back pork, 35 to 45 pieces	@ 19.00	@ 14.00
Clear back pork, 40 to 50 pieces	@ 18.00	@ 13.00
Clear plate pork, 25 to 35 pieces	@ 17.00	@ 12.00
Brisket pork	@ 17.00	@ 12.00
Bean pork	@ 14.50	@ 11.00
Plate beef	@ 10.00	@ 7.00
Extra plate beef, 200 lb. bbls.	@ 11.00	@ 8.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	@ 12.00	@ 9.00
Honey comb tripe, 200-lb. bbl.	@ 15.00	@ 11.00
Pocket honeycomb tripe, 200-lb. bbl.	@ 13.25	@ 10.00
Pork feet, 200-lb. bbl.	@ 33.00	@ 25.00
Pork tongues, 200-lb. bbl.	@ 35.00	@ 27.00
Lamb tongues, short cut, 200 lb. bbl.	@ 35.00	@ 27.00

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 9 1/2	@ 7 1/2
Nut, 1-lb. cartons, f.o.b. Chicago	@ 8 1/2	@ 6 1/2
Pastory, 60-lb. tubs, f.o.b. Chicago	@ 10	@ 8

## LARD.

Prime steam, cash, Bd. Trade	@ \$6.17	@ \$4.50
Prime steam, loose, Bd. Trade	@ 6.17	@ 4.50
Refined lard, tierces, f.o.b. Chicago	@ 7 1/2	@ 5 1/2
Kettle rendered, tierces, f.o.b. Chgo.	@ 8	@ 6
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 8 1/2	@ 6 1/2
Neutral, in tierces, f.o.b. Chicago	@ 8	@ 6
Compound, vegetable, tierces, c.a.f.	@ 7 1/2	@ 5 1/2

## OLEO OIL AND STEARINE.

Extra oleo oil	@ 5 1/2	@ 4 1/2
Prime No. 1 oleo oil	@ 5	@ 4
Prime No. 2 oleo oil	@ 4	@ 3
Prime No. 3 oleo oil	@ 4	@ 3
Prime oleo stearine, edible	@ 5	@ 4

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	@ 3 1/2 @ 3 3/4	@ 2 1/2 @ 2 3/4
Prime packers' tallow	@ 3 1/2 @ 3 3/4	@ 2 1/2 @ 2 3/4
No. 1 tallow, 40% f.f.a.	@ 2 1/2 @ 2 3/4	@ 1 1/2 @ 1 3/4
No. 2 tallow, 40% f.f.a.	@ 2 1/2 @ 2 3/4	@ 1 1/2 @ 1 3/4
Choice white grease	@ 3 1/2 @ 3 3/4	@ 2 1/2 @ 2 3/4
A-White grease	@ 3 @ 3 1/2	@ 2 @ 2 1/2
B-White grease, maximum 5% acid	@ 2 1/2 @ 3	@ 1 1/2 @ 2
Yellow grease, 10 @ 15%	@ 2 1/2 @ 3	@ 1 1/2 @ 2
Brown grease, 40% f.f.a.	@ 2 1/2 @ 3	@ 1 1/2 @ 2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	@ 4 1/2	@ 3 1/2
Valley points, prompt	@ 4 1/2	@ 3 1/2
White, deodorized, in bbls., f.o.b. Chgo.	@ 4 1/2 @ 4 3/4	@ 3 1/2 @ 3 3/4
Yellow, deodorized	@ 4 1/2 @ 4 3/4	@ 3 1/2 @ 3 3/4
Soap stock, 50% f.f.a. f.o.b.	@ 1	@ .75
Corn oil, in tanks, f.o.b. mills	@ 4 1/2 @ 4 3/4	@ 3 1/2 @ 3 3/4
Soya bean oil, f.o.b. mills	@ 6.00 @ 6.50	@ 4.50 @ 5.00
Cocanut oil, seller's tanks, f.o.b. coast	@ 2.50 @ 2.75	@ 1.50 @ 1.75
Refined in bbls., f.o.b. Chicago	@ 5 1/2 @ 6	@ 4 1/2 @ 5

# RETAIL SECTION

**C**USTOMERS will select and buy items from a counter when it will not occur to them to take them from display shelves.

The truth in this merchandising statement is well illustrated by the experience of Don Newman, owner of the Iowa Meat Shop, in Alhambra, California.

He thought he had an excellent method of merchandising numerous varieties of packaged meat products and canned goods. But experience proved him wrong. Fortunately he found this out in time to make a quick right-about-face. He was wise enough not to try to force a change in customers' habits.

The shop in question is narrow. The space where the customer enters the store between the front of the refrigerated counter cases on her right and the walls on her left, is less than five feet. On this wall a series of very artistic shelves were suspended at a height convenient to the customers. Food items with eye and appetite appeal were arranged on these shelves.

## Theory Seemed Good.

The theory was that the customers, when buying their meat which was displayed in the refrigerated cases, would reach across the case and select items from the shelves. They would place these on the counter case and two sales would be quickly accomplished.

But, when tried out, the idea didn't work. Strange as it may seem, a customer might, as she enters the store, see on the shelves some item she needs, but unless she finds it displayed on the counter, she seems to forget that she needs it and more than likely would pass right out of the butcher shop and buy it in the next grocery store she encounters.

Now the active stock of food items



THIS COUNTER DISPLAY HAD MERCHANDISING VALUE.

A counter display which is level or below the customer's eye and clustered about the scale, has proved to be a splendid type of silent salesman in this California store. It is a mistake to have the display too large as to the amount of goods displayed or too varied as to the kinds as both result in confusion for the customer, which means that the purchase will not be made.

## Counter Display Versus Shelf Display

By WILLIS PARKER

is displayed on counter cases, usually grouped around the scales, while the reserve stock is kept on the shelves where it serves as a reminder to the customers that the store is of the better class, carrying nationally advertised products.

The value and importance of a certain amount of this sort of advertising should not be minimized. Nationally advertised foods, well known to the customer, lend considerable prestige to a store and aid in giving confidence in the other products.

### Display Helps Prestige.

They should be displayed prominently, not only for sale, but to let the incoming customer wishing to buy meat products, know that certain other food items are carried in the meat store.

It is a very natural fact that a woman, in entering the meat market, is meat minded. She has a roast or chops or chicken or steak in mind. She also has, in another corner of her mind, some of the smaller items she intends to buy to serve with her meat—mint

sauce, currant jelly, pickles, or perhaps some item like cheese. She is going to be very much pleased and relieved if she can find all these items in one place, but she is not going to buy them, or even see them, unless they are placed right in front of her eyes.

A number of meat items can also be carried on these counter displays with profit, such as dried beef, and canned meats of all kinds. These are particularly saleable during the

summer for picnic baskets or as acceptable suggestions for Sunday evening suppers.

### Small Food Items Profitable.

There is no doubt about the profit in these small food items if they

are handled and displayed properly and pushed by the men in the shop. Also, there is something about a small display, such as is usually possible on top of the cases in a meat market, which makes each item in the display stand out and seem most attractive to the average woman shopper.

### MARKET BOOSTS CHEESE SALES.

Cheese sales were boosted 600 per cent in the market managed by Louis Kopp in Madison, Wis., by what he calls his counter sales plan.

Instead of keeping his supply of cheese in the refrigerator, the market manager adopted the suggestion made to him of cutting up 10 to 15 pieces of cheese at a time and placing them on the counter. The pieces of cheese were wrapped in waxed paper and varied in weight from one-half pound upward, their actual weight being determined only when a customer had made a selection.

The display of cheese attracted widespread attention and served to remind the customers that their households needed a supply of the product. As a result, the sales of American cheese in this one store increased from 20 lbs. to 120 lbs. a week.

## GETTING CHILDREN'S TRADE.

For the first time in the history of the food business, there is a new class of purchasers in the field. Advertising copy writers, for years, have distinguished between copy written to appeal to men buyers and that intended to have appeal to women buyers. And with the discovery that women have been doing 85 per cent of this buying business, copy has been written more and more with woman appeal.

Little food copy is written to appeal to children, because small children can't read and older children, who can read, don't go in for reading food ads. But the recent radio program campaigns to advertise foods to small children have suddenly changed all of this. Children have become customers.

If you have a small son or daughter, too young to read, but not too young to listen to good stories and songs, you have already been approached on the subject of buying this or that kind of cereal because the "Singing Lady," who incidentally knows how to tell the kind of stories and sing the kind of songs which little children like, says to eat that kind of cereal "every morning for breakfast, and a big bowl at night before going to bed."

If you have an older son or daughter who thrills with the exploits of say, Buck Rogers or some other adventure personality on the radio—and if Buck Rogers advises that his young hearers eat a certain kind of food—sooner or later you will have to buy that food.

A subtle change has come about, as you will observe if you listen to the conversation of the child in the grocery store. He doesn't talk about oatmeal or beans, but he talks about a brand of oatmeal, or a brand of beans, and of course they are the advertised brands of which he speaks.

So when young Johnny comes into the store, don't look right over his head and wait on an adult customer, when it's Johnny's rightful turn. If Mother does 85 per cent of the buying, Johnny probably runs errands on a large percentage of this buying. He knows which store waits on him most promptly so that he can get back to the ball game before supper time. And he may have come in for a dozen or so boxes of that cereal which his radio hero has been advising that he eat.

Instead, set up a display to appeal to youngsters. Feature a picture of Buck Rogers and the food he talks about—pictures, also of other well-known characters who talk about children's foods, along with those foods. And push your other children's foods from a child appeal angle. If you want to feature vegetables, make a miniature garden with a toy fence around it. Plant in this garden the tiny cans of pureed vegetables that are so good for children's soups—peas, carrots, celery, etc.

For sandwich pastes, set up one of

the toy stores which can be bought for one dollar in the toy departments of the big stores. Place small cans of these sandwich pastes on the shelves; put a doll behind the counter holding a tray of tiny sandwiches made from the different pastes. Then give a sample sandwich, over the toy-counter, to each child who comes in with an older person. See how quickly the older person will be urged to buy "that kind of sandwich paste." Children should know the new brands, so that there will be greater variety in the school lunches.

## Retail Meat Prices

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received.)

	CHOICE GRADE. (Mostly Credit and Del. Stores.)			GOOD GRADE. (Mostly Cash and Carry Stores.)		
	New York, Feb. 26.	Chicago, Feb. 26.	Kansas City, Feb. 26.	New York, Feb. 26.	Chicago, Feb. 26.	Kansas City, Feb. 26.
<b>Beef.</b>						
Porterhouse steak	.46	.38	.39	.36	.31	
Sirloin steak	.36	.32	.32	.36	.30	.28
Top round steak	.35			.30		
Bottom round	.31			.28		
Round steak, full cut	.25	.24		.24	.22	
Heel round	.19	.18		.19	.17	
Flank steak	.26	.22	.23	.25	.20	.20
Top sirloin	.31			.28		
Rump roast, boneless	.25	.24	.25	.27	.25	.22
Rib roast, 1st 6 ribs	.29	.24	.23	.24	.22	.19
Blade rib roast	.20	.18		.20	.19	
Cross rib & top chuck	.24			.21		
Arm roast	.17	.17		.17	.15	
Straight cut chuck	.17	.16	.15	.18	.17	.14
Corner piece	.17			.16		
Thick plate	.10	.10		.9	.10	
Navels	.9	.10	.9	.8	.10	.10
Boneless brisket	.29	.22	.15	.22	.18	.14
Brisket, bone in	.19	.12	.11	.14	.10	.9
Ground meat	.25	.14	.14	.19	.16	.13
Boneless stew meat	.26	.18	.17	.21	.17	.14
<b>Veal.</b>						
Cutlet or steak	.47	.34	.35	.38	.30	.30
Loin chops	.39	.28	.34	.32	.25	.28
Rib chops	.37	.25	.32	.25	.22	.24
Rump roast	.20	.21	.22	.22	.20	.18
Shoulder chops	.18	.19	.20	.19	.19	
Shoulder roast	.16	.16	.19		.17	.16
Boneless shoulder	.20			.24		
Breast	.20	.11	.13	.13	.11	.10
Boneless stew	.31	.20	.19	.27	.20	.17
Liver	.71	.50	.40	.64	.41	.40
<b>Lamb.</b>						
Loin chops	.42	.39	.43	.41	.35	.34
Rib chops	.38	.34	.40	.32	.31	.32
Leg	.27	.24	.24	.25	.25	.22
Shoulder chops	.28	.24	.21	.28	.23	.20
Square chuck	.21			.18	.19	.16
Shoulder roast	.20			.20	.20	
Breast	.8	.7	.9	.13	.8	.9
Shank & neck	.9	.12	.9	.14	.11	.10
<b>Pork.</b>						
Center loin chops	.31	.26	.24	.29	.25	.22
Rib chops	.31			.24	.28	.22
End chops	.21	.18	.17	.19	.18	.17
Fr. hams, whole	.21			.18	.19	.17
Fr. shoulders, whole	.16			.14	.15	.13
Fr. picnic, whole	.15	.11		.14	.12	
Boston butts	.28	.17	.22	.23	.19	.20
Spareribs	.16	.13	.14	.14	.13	.13
Lard (carton)	.16	.10	.11	.11	.9	.11
Sm. hams, whole, No. 1	.22	.18	.17	.18	.18	.17
Sm. hams, whole, No. 2	.19	.14	.17		.15	
Sliced hams	.46	.34	.33	.37	.33	.30
Bacon strip, whole, No. 1	.26	.21	.21	.24	.22	.20
Bacon strip, whole, No. 2		.17	.19	.19		.18
Sliced bacon, No. 1	.33	.28	.26	.26	.26	.24
Smoked butts	.26	.22	.25	.24	.22	.23
Smoked picnics	.10	.11	.13	.13	.12	.15
<b>Corned bellies or</b>						
pickled pork	.21		.15	.19		.13
Sausage meat	.28	.16	.16	.22	.16	.14
Salt pork						

## TRUTH IN MEAT.

The words "Choice Meats" painted on a store front in Milwaukee, Wis., caused the owner to be fined for misrepresentation. It was shown that no meats of choice grade were carried in his market.

## RETAILERS SEEK CODE.

Retail meat dealers are working to secure a code for their industry through the efforts of a national code committee, operating under the direction of the New York State Association, which the National Association of Retail Meat Dealers has delegated to act for it in this matter. Proxies are being sent out by the code committee for signature by retailers all over the country, delegating George Kramer, M. Kirschbaum and/or Anton Hehn of the New York association to act for them in this matter. At the same time certain statistical information is being requested, which the Code Committee finds necessary to develop certain statistics for presentation to the administration in Washington.

The cooperation of meat retailers everywhere is requested, not only in developing this information but in seeing that their proxies are mailed promptly to the organization.

It is the intent of the committee having this work in charge, that the retail meat dealer in each region of the United States will be protected by local code administrators, so that the various problems peculiar to the meat trade arising in each area can be more readily investigated and proper service rendered by the local code authorities.

In the meantime retailers are asked to operate under the President's re-employment agreement until their code is adopted.

## NEWS OF THE RETAILERS.

Diamond Brothers have opened a new meat and grocery store at 205 North Federal ave., Mason City, Ia. W. J. Wallace is to manage the store.

M. F. Welch of Delavan, Wis., has completely modernized his meat and grocery store. Frank Howard is in charge of the meat department.

The meat market in Jefferson, Wis., formerly owned and managed by Wahlgren Brothers, has been purchased by Gilbert Yahn of Jefferson.

The opening of a new and rather extensive meat market in Kokomo, Ind., has been announced by Dan and Joe Kinney. It will be located at the Kokomo Food Market in the Auto Inn Building.

Rue Fenhoit will open a new meat market in Charles City, Ia.

Harold Durner of Plymouth, Ia., has sold his market to H. Walk.

The following meat markets have been opened recently in Minneapolis, Minn.; by R. W. Carr at 3727-29 East 54 st.; by L. W. Knecht at 4649 Bloomington ave.; by Pearl J. Holm of 3554 Penn st., North.

Louis Lauer has opened a meat market at White Bear, Minn.

Three rather new and extensive meat markets have been opened very recently in Chicago and vicinity. Emil Hajek opened a market on March 17 at 4750 West North ave. The Capital Meat Market has held its opening at 2140 S. Cicero ave., Cicero. Harry Klug has opened a new market at 106 South 5th ave., Maywood. It is named New Village Meat Market.

Leslie Harker, Ireton, Ia., has sold his meat market to N. E. Wells.



## NEW YORK NEWS NOTES.

P. L. Bates, produce department, Armour and Company, Chicago, was in New York the past week.

District manager, T. E. Ray, Swift & Company, New York, is spending several days in Chicago on business.

O. A. Pregenzer, branch house sales department, and D. A. Moore, specialty sales department, Swift & Company, Chicago, were visitors to New York last week.

M. S. Abraham, well-known beef and provision salesman and formerly with Hunter Packing Company, is now connected with the firm of Neidlinger & Company, packinghouse brokers, Produce Exchange building, New York.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended March 17, 1934, were as follows: Meat—Brooklyn, 823 lbs.; Manhattan, 3,685 lbs.; Queens, 28 lbs.; total, 5,536

lbs. Fish—Brooklyn, 747 lbs. Poultry—Manhattan, 22 lbs.

Vice president, H. G. Mills, Armour and Company, Chicago, was a guest at the St. Patrick's day dance of the office employees of New York Butchers Dressed Meat Company, which was held at the hotel St. George, Brooklyn. Another dance will be held in May.

Karl Ludwig, vice president, Stahl-Meyer, Inc., and superintendent of the New York plant, died suddenly at his home, Hillcrest Road, Mt. Vernon, N. Y., on March 7. Mr. Ludwig was 66 years old and had been with the company for thirty-nine years. A widow and son survive him.

Martin J. Bauer, manager, Beekman branch, Wilson & Co., New York, died on March 8, following an operation. He had been connected with the company for more than fifteen years, twelve of which were spent in New York. He is survived by a mother and two sisters who reside in St. Louis, Mo., where his body was shipped for interment.

## AMONG NEW YORK RETAILERS.

More than a hundred ladies attended the luncheon and card party of the Ladies' Auxiliary, Thursday afternoon of last week. This was held in the Old English room of Ward's Baking Company on Southern Boulevard. The company furnished the prizes which were awarded the winner at each table, as well as two door prizes. A third door prize was donated by Mrs. Fred Hirsch. The committee, of which Mrs. Hirsch was chairman, is to be congratulated upon this most successful party.

## VESTHEY AUSTRALIA EXPANSION.

Further extension of the Vestey meat packing interests took place recently when W. Weddel & Co., a Vestey subsidiary, acquired W. Angliss & Co., with headquarters in Melbourne, Australia. The consideration involved is reported at approximately 1,500,000 pounds sterling, the negotiations being carried out in a six thousand mile telephone conversation between Sir Edmund Vestey in South Africa and Wm. Chas. Angliss in Melbourne.

Mr. Angliss, who will remain as governing director for Australia, stated that the consolidation had taken place in view of the greater possibilities of close cooperation in marketing and distributing Australian products in Great Britain under the Ottawa agreement. Sir Edmund Vestey is quoted as having made the following statement regarding the merger:

"This addition to our interests in Australia should help materially to increase Australian shipments of meats and other products to Great Britain. So far as we are concerned, working in conjunction with Australian producers and shippers, we shall do our best to increase this most important Empire trade."

Australian trade opinion anticipates other mergers with the Vestey interests throughout the Empire. The company has works in Victoria, New South Wales and Queensland. They export beef, mutton, lamb, butter and other refrigerated products.

As is well known, the firm of Vestey Bros. has meat packing plants, cold storage warehouses and subsidiary interests in many parts of the world, including Continental Europe, South America, Africa, and Australia. They are also the owners of the largest chain of retail meat markets in Great Britain, including over 2,500 markets.

## MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended March 17, 1934, were as follows:

Point of origin.	Commodity.	Amount.
Canada—Bacon	2,978 lbs.	
Canada—Calf livers	600 lbs.	
Canada—Pork cuts	540 lbs.	
Canada—Sausage	1,485 lbs.	
Germany—Ham	2,442 lbs.	
Holland—Ham	1,288 lbs.	
Irish Free State—Bacon	3,272 lbs.	
Irish Free State—Ham	570 lbs.	
Italy—Sausage	3,597 lbs.	
Italy—Ham	1,550 lbs.	
Sweden—Sausage	3,550 lbs.	
Uruguay—Jerked beef	3,846 lbs.	
Uruguay—Canned corned beef	108,000 lbs.	

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 22, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (1) (300-500 LBS.):</b>				
Choice	\$10.50@11.00		\$11.00@11.50	
Good	8.50@10.50		8.50@10.50	
Medium	7.50@ 8.50		7.50@ 8.50	
Common	6.50@ 7.50			
<b>STEERS (500-600 LBS.):</b>				
Choice	10.00@11.00		11.00@11.50	11.00@12.00
Good	8.00@10.00		8.50@10.50	10.00@11.00
Medium	7.00@ 8.00		7.50@ 8.50	8.50@ 9.50
Common	6.50@ 7.00			
<b>STEERS (600-700 LBS.):</b>				
Choice	9.50@10.50		10.50@11.50	10.50@11.50
Good	8.00@ 9.50		8.50@10.00	9.50@10.00
Medium	7.00@ 8.00	8.00@ 8.50	7.50@ 8.50	8.50@ 9.00
<b>STEERS (700 LBS. UP):</b>				
Choice	8.50@ 9.50	9.50@10.50	9.00@11.00	10.50@11.00
Good	7.50@ 8.50	8.50@ 9.50	8.50@ 9.50	9.50@10.00
<b>COWS:</b>				
Good	6.50@ 7.50	7.00@ 7.50	8.00@ 8.50	7.50@ 8.00
Medium	6.00@ 6.50	6.50@ 7.00	7.00@ 8.00	7.00@ 7.50
Common	5.50@ 6.00	6.00@ 6.50	5.50@ 7.00	6.50@ 7.00
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	10.00@11.00	10.00@11.00	12.00@13.00	11.00@12.00
Good	8.50@10.00	8.00@10.00	10.00@12.00	10.00@11.00
Medium	7.00@ 8.00	6.00@ 8.00	8.00@10.00	8.00@10.00
Common	6.00@ 7.00	5.00@ 6.00	6.00@ 8.00	7.00@ 8.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 LBS. DOWN):</b>				
Choice	15.50@16.00	15.50@16.50	15.50@16.50	15.50@16.50
Good	14.50@15.50	15.00@16.00	15.00@16.50	15.00@16.00
Medium	13.50@14.50	14.00@15.00	13.50@15.00	14.00@15.00
Common			12.50@13.50	
<b>LAMB (39-45 LBS.):</b>				
Choice	15.50@16.00	15.00@16.00	15.00@16.00	15.50@16.00
Good	14.50@15.50	14.50@15.50	14.00@15.00	15.00@15.50
Medium	13.50@14.50	14.00@15.00	13.00@14.00	14.00@15.00
Common			12.50@13.00	
<b>LAMB (46-55 LBS.):</b>				
Choice	14.00@15.00	14.00@15.00	14.50@15.50	15.00@16.00
Good	13.50@14.50	13.50@14.50	14.00@14.50	14.00@15.00
<b>MUTTON (EWE) 70 LBS. DOWN:</b>				
Good	7.00@ 8.00	8.50@ 9.50	9.00@10.00	
Medium	6.00@ 7.00	7.50@ 8.50	8.00@ 9.00	
Common	5.00@ 6.00	6.50@ 7.50	7.00@ 8.00	
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	12.00@13.50	13.50@14.50	12.50@14.50	13.00@14.50
10-12 lbs. av.	12.00@13.50	13.50@14.50	12.50@14.50	13.00@14.50
12-15 lbs. av.	11.00@12.00	13.00@13.50	12.00@13.50	12.50@14.00
16-22 lbs. av.	11.00@11.50	11.00@12.00	11.00@13.00	12.00@13.50
<b>SHOULDERS, N. Y. STYLE, SKINNED:</b>				
8-12 lbs. av.	9.50@10.50		10.00@12.00	11.00@12.00
<b>PICNICS:</b>				
6-8 lbs. av.		10.50@11.00		
<b>BUTTS, BOSTON STYLE:</b>				
4-8 lbs. av.	12.00@13.00		12.50@14.00	13.50@14.50
<b>SPARE RIBS:</b>				
Half sheets	8.00@ 8.50			
<b>TRIMMINGS:</b>				
Regular	6.50@ 7.00			
Lean	12.00@13.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

# 17 Years of Service from this Valiant Old Fleet...

## now- THIS FIRM BUYS 33 NEW INTERNATIONALS



Away back in 1916, Gustav Papendick, of the Papendick Bakery Company, St. Louis, put a fleet of Internationals on his routes. It was a brilliant move, destined to have a profound effect on his daily business and the degree of his success and profit. He did not know it then, but he came to know it *intimately* through 1917, 1918, 1919, 1920, 1921, 1922, 1923, 1924, 1925, 1926, 1927, 1928, 1929, 1930, 1931, 1932, and 1933. For 17 years these trucks were on the job. In the meantime other makes of trucks were purchased, and weighed in the balance of performance. Other Internationals, too, were bought.

Now, the sequel. The Papendick Bakery Company has standardized on Internationals, replacing all its trucks with the fine modern fleet of 33 Internationals shown above. The Papendick experience offers YOU a convincing recommendation of ONE superior make of truck—INTERNATIONAL.

**Dowe build our trucks too well?**  
Is it good business to make a product—a truck product—that will last for 17 years? Some would say No, but *not* the experienced users of our trucks! And not International Harvester. To build to the limit of engineering and manufacturing skill and quality is our steadfast aim. And it *does* pay! It pays International Harvester in reputation and new business. It pays in our record of sales—rising irresistibly year by year, advancing ahead of the field through the years of de-

• International Quality is available today at amazingly **LOW PRICE**. Efficient production on a large scale now enables you, for example, to buy the International 6-cylinder 1½-ton Model B-3 chassis for **\$695**

f. o. b. factory

• The ½-ton Model D-1, seen in the center of the lower illustration above, carries a chassis price of \$360. You may have it **complete with pick-up body as shown for**

**\$500**

f. o. b. factory, ½-ton with panel body, \$590.

### TO INTERNATIONAL OWNERS AND DRIVERS:

There are other International users whose record of performance and service equals that of the Papendick Baking Co. Maybe you have an even better story to tell about your experience with International Trucks. If so, drop us a letter. We'd like to hear from you.

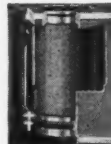
pression, years of close buying forced by economy. Wise truck buyers have learned to judge trucks not by first cost but by performance, dependable service, and low-cost operation.

See the near-by branch or dealer for demonstration of any International model, ½-ton to 7½-ton.

INTERNATIONAL HARVESTER COMPANY  
606 S. Michigan Ave. OF AMERICA Chicago, Ill.  
(INCORPORATED)



• In 1916 International Harvester was building long-lived trucks. Today we build them *vastly better*, not only abreast of the industry but pioneering in many principles of QUALITY.



• **Hardened Exhaust-Valve Seat Inserts** are an International engine feature. They retard valve seat burning, engine efficiency is retained, and the valves seldom need grinding.

• **Replaceable Cylinders** save expense of reboring or replacement of cylinder block. This great feature of advanced design has long been everyday practice in International Trucks.

# INTERNATIONAL TRUCKS

Week ending March 24, 1934

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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	@ 5.65
Cows, common to medium	2.50 @ 3.50
Bulls, common to medium	3.00 @ 5.00

## LIVE CALVES.

Vealers, good to choice	7.50 @ 8.50
Vealers, medium	5.00 @ 7.00
Vealers, common	2.50 @ 4.50

## LIVE LAMBS.

Lambs, good to choice	\$10.25 @ 10.40
Lambs, medium	8.10 @ 9.60
Ewes	2.25 @ 5.25

## LIVE HOGS.

Hogs, 150-185 lbs.	@ 45.00
Hogs, 237 lbs.	@ 4.50
Hogs, heavy	@ 4.20

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$10.25 @ 10.50
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## DRESSED BEEF.

Choice, native, heavy	11 1/4 @ 12 1/4
Choice, native, light	11 1/2 @ 12 1/4
Native, common to fair	10 @ 11

## WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	10 @ 11
Native choice yearlings, 440 @ 600 lbs.	10 1/2 @ 11 1/4
Good to choice heifers	9 @ 10
Good to choice cows	7 @ 8
Common to fair cows	6 @ 7
Fresh bologna bulls	6 @ 7

## BEEF CUTS.

	Western.	City.
No. 1 ribs	14 @ 16	15 @ 17
No. 2 ribs	13 @ 14	14 @ 15
No. 3 ribs	10 @ 12	12 @ 13
No. 1 loins	17 @ 21	20 @ 22
No. 2 loins	14 @ 15	16 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	11 @ 15	11 1/2 @ 15
No. 2 hinds and ribs	10 @ 11	10 1/2 @ 12
No. 1 rounds	9 @ 10	9 1/2 @ 10
No. 2 rounds	8 @ 9	8 1/2 @ 9
No. 3 rounds	7 1/2 @ 8	7 1/2 @ 8
No. 1 chuck	9 @ 10	10 @ 11
No. 2 chuck	8 @ 8 1/2	9 1/2 @ 10
No. 3 chuck	7 @ 8	8 @ 9
Bolognas	6 1/2 @ 7 1/2	7 @ 8
Rolls, reg.	22 @ 23	22 @ 23
Rolls, reg. 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5 @ 6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

## DRESSED VEAL.

Good	10 @ 11
Medium	9 @ 10
Common	7 @ 9

## DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	16 1/2 @ 17
Lambs, good	15 @ 16
Lambs, medium	14 1/2 @ 15
Sheep, good	8 @ 9
Sheep, medium	7 @ 8

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.	14 @ 15
Pork tenderloins, fresh	23 @ 24
Pork tenderloins, frozen	20 @ 21
Shoulders, Western, 10 @ 12 lbs. avg.	11 1/2 @ 12 1/4
Butts, boneless, Western	13 @ 14
Butts, regular, Western	13 @ 14
Hams, Western, fresh, 10 @ 12 lbs. avg.	13 1/2 @ 14
Picnic hams, Western, fresh, 6 @ 8 lbs. average	9 @ 10
Pork trimmings, extra lean	12 @ 13
Pork trimmings, regular 50% lean	8 @ 9
Spareribs	10 @ 11

## SMOKED MEATS.

Hams, 8 @ 12 lbs. avg.	15 @ 16
Hams, 10 @ 12 lbs. avg.	15 @ 16
Hams, 12 @ 14 lbs. avg.	15 @ 16
Picnics, 4 @ 6 lbs. avg.	11 1/2 @ 12 1/4
Picnics, 6 @ 8 lbs. avg.	11 1/2 @ 12 1/4
City pickled bellies, 8 @ 12 lbs. avg.	14 @ 15
Bacon, boneless, Western	17 @ 19
Bacon, boneless, city	16 @ 18
Rollettes, 8 @ 10 lbs. avg.	16 @ 17
Beef tongue, light	22 @ 23
Beef tongue, heavy	24 @ 26

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	8c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .75 per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.25 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	1.15	1.45	1.55	1.60	1.85
Prime No. 2 veals	1.10	1.30	1.40	1.45	1.60
Buttermilk No. 1	1.00	1.20	1.30	1.35	1.50
Buttermilk No. 2	1.00	1.10	1.20	1.25	1.40
Branded gruby	5	.70	.80	.85	.95
Number 3	5	.70	.80	.85	.95

## BUTTER.

Creamery, extras (92 score)	@ 25 1/4
Creamery, firsts (91 score)	@ 25
Centralized (90 score)	@ 25

## EGGS.

(Mixed Colors.)

Special packs or henry selections	21 @ 22
Standards	19 1/2 @ 20
Firsts	18 @ 18 1/4

## LIVE POULTRY.

Fowls, colored, via express	@ 18
Broilers, Rocks	@ 25
Chickens, Rocks	@ 18

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 85 lbs. to dozen, lb.	13 @ 17
Western, 43 to 54 lbs. to dozen, lb.	13 @ 18
Western, 36 to 42 lbs. to dozen, lb.	13 @ 15
Western, 30 to 35 lbs. to dozen, lb.	14 @ 16
Broilers, nearby	25 @ 30
Chickens—frozen—12 to box—	
Western, 60 to 85 lbs. to dozen, lb.	17 @ 22
Western, 43 to 54 lbs. to dozen, lb.	15 @ 20
Western, 36 to 42 lbs. to dozen, lb.	14 @ 19
Western, 30 to 35 lbs. to dozen, lb.	13 @ 18

Ducks—	
Nearby, per lb.	10 @ 33
Squabs—	
Nearby, per lb.	35 @ 40
Turkeys, frozen:	
Young toms	16 @ 25
Young hens	15 @ 23

Fowls, frozen—dry pkd.—12 to box—	
Western, 60 to 85 lbs., per lb.	13 @ 16 1/4
Western, 43 to 54 lbs., per lb.	13 @ 17 1/4
Western, 36 to 42 lbs., per lb.	13 @ 16 1/4

## BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended March 16, 1934:

	Scores 83	92	90	88
Chicago	24 1/2-25 1/4	24 1/4	23 1/2	22 1/2
New York	25 1/2-26	25	24 1/2	—
Boston	—	26	25	—
Phila.	—	26	24 1/2	—

Wholesale price Chicago—fresh centralized butter—90 score at Chicago:

	Scores 90	80	88
Chicago	24 1/2	23 1/4	22 1/2
New York	24 1/2	24	—
Boston	25 1/2	—	—
Phila.	—	—	—

	This week.	Last week.	Last year.	Since Jan. 1, 1934.	1933.
Chicago	31,763	34,864	30,051	482,744	539,705
N. Y.	58,854	60,341	57,287	736,017	814,743
Boston	19,028	21,732	18,111	242,769	229,715
Phila.	22,440	27,082	21,605	265,723	278,964

Total 132,085 143,989 127,054 1,727,283 1,863,127  
Cold storage movement (lbs.):

	In Mar. 15.	Out Mar. 15.	On hand Mar. 16.	Same week day last year.
Chicago	7,285	271,995	6,920,467	3,206,306
N. Y.	98,456	310,762	2,899,120	1,273,371
Boston	1,090	12,098	497,195	183,142
Phila.	68,760	19,020	707,593	1,212,814
Total	175,591	613,875	11,024,381	5,577,633

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
March to June inclusive	@ \$25.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@ nom.
Blood, dried, 10% per unit	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	3.10 & 10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L.	@ 38.00
Fish scrap, acidulated, 6% ammonia, 3% A.F.A. Del'd Balt. & Norfolk	3.00 & 50c
Soda nitrate, per net ton, March to June	@ 24.50
in 100-lb. bags	@ 28.30
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 9 @ 10% ammonia	2.75 & 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 25.00
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00

#### Potash.

Manure salt, 30% bulk, per ton	@ 19.15
Kalnit, 14% bulk, per ton	@ 9.70
Muriate, in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15

#### Dry Rendered Tankage.

50% unground	@ .55
60% ground	@ .57 1/2

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended March 17, 1934, with comparisons:

	Week ended, Mar. 17, 1934.	Prev. week, 1933.	Cor. week, 1933.
West. drad. meats:			
Steers, carcasses	8,474	7,659	7,430 1/4
Cows, carcasses	672	738	762 1/4
Bulls, carcasses	144	263	240
Veals, carcasses	11,406	11,939	9,133
Lambs, carcasses	29,581	32,892	24,687
Mutton, carcasses	1,700	1,759	1,670
Beef cuts, lbs.	372,339	474,019	213,607
Pork cuts, lbs.	2,515,640	2,249,018	1,796,376
Local slaughters:			
Cattle	9,119	8,063	7,518
Calves	13,368	13,847	11,946
Hogs	40,136	40,469	35,294
Sheep	45,083	46,656	55,412

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended March 17, 1934:

	Week ended, Mar. 17, 1934.	Prev. week, 1933.	Cor. week, 1933.
West. drad. meats:			
Steers, carcasses	1,937	2,031	2,164
Cows, carcasses	1,011	811	909
Bulls, carcasses	323	323	117
Veals, carcasses	1,568	1,890	1,005
Lambs, carcasses	8,931	8,488	16,543
Mutton, carcasses	324	258	647
Pork, lbs.	304,353	470,007	620,984
Local slaughters:			
Cattle	1,883	1,598	1,066
Calves	3,343	3,182	2,855
Hogs	16,186	14,659	16,365
Sheep	4,638	4,217	6,465

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended March 17, 1934, with comparisons:

	Week ended, Mar. 17, 1934.	Prev. week, 1933.	Cor. week, 1933.
West. drad. meats:			
Steers, carcasses	2,825	2,818	2,481
Cows, carcasses	1,724	1,777	1,513
Bulls, carcasses	26	43	12
Veals, carcasses	936	1,046	872
Lambs, carcasses	15,962	16,574	20,320
Mutton, carcasses	302	280	796
Pork, lbs.	242,478	277,858	347,332



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## Position Wanted

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Wanted, position as superintendent, or will act in advisory capacity. Are you having trouble with your products? Production costs too high? Trouble of any kind? Will go to your plant for any length of time and eliminate those troubles. Practical experience for 30 years. Give me an opportunity to help you. F. Brown, 670 N. 32nd St., East St. Louis, Illinois.

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Position wanted by sausage maker experienced on all kinds of sausage, meat loaves, specialties and baked or boiled hams. Can handle help and produce at lowest cost. Graduate of Fleischner school at Cologne, Germany. Now employed at one of America's leading sausage houses. W-519, The National Provisioner, 407 S. Dearborn St., Chicago.

### Salesman

Salesman acquainted with south Georgia and Florida trade desires position as car route salesman for this territory. Twenty years' packinghouse selling experience; especially trained in beef selling. Now employed; desire change where past experience and ability can be used to better advantage. W-516, The National Provisioner, 407 S. Dearborn St., Chicago.

### First-Class Sausagemaker

First-class sausagemaker desires steady position. Guarantee first-class, uniform quality product at low cost. Not afraid of work. Will go anywhere, large or small plant. Results guaranteed. W-517, The National Provisioner, 300 Madison Ave., New York City.

## Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Position Wanted

### Working Sausage Foreman

A-1 sausagemaker wishes permanent position with reliable house. Twenty years' experience on all kinds of sausage; also curing hams and bacon and hog killing and cutting. Knows costs, can handle men and is capable of supervising medium or small packinghouse. Excellent references. W-515, The National Provisioner, 407 S. Dearborn St., Chicago.

## Miscellaneous

### Let Me Sell Your Products?

Packinghouse man with broad experience manufacturing meat products and buying and selling supplies wants to represent manufacturers of packinghouse and sausage manufacturing supplies on commission. Last five years with packing firm but want to resume road work. My practical experience manufacturing meat products combined with my selling ability fit me to secure and hold customers for I can show how to use the products I sell to customers' advantage. May I represent you? Write W-522, The National Provisioner, 407 S. Dearborn St., Chicago.

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### Casing Salesman

Territory consisting of important and larger users located Eastern and Atlantic Coast States now available for man acquainted with this territory. For appointment, address W-520, The National Provisioner, 300 Madison Ave., New York City.

### Sales Manager

Wanted, salesmanager familiar with packinghouse and vegetable oil manufacturers to sell containers. Large old established company in Middle West. Permanent. W-521, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Wholesale Beef House

For sale, wholesale beef house equipped with sausage factory located in heart of wholesale district. Good opportunity. Write 363-365 Canal St., Providence, R. I.

### Going Business for Sale

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### Packinghouse Machinery

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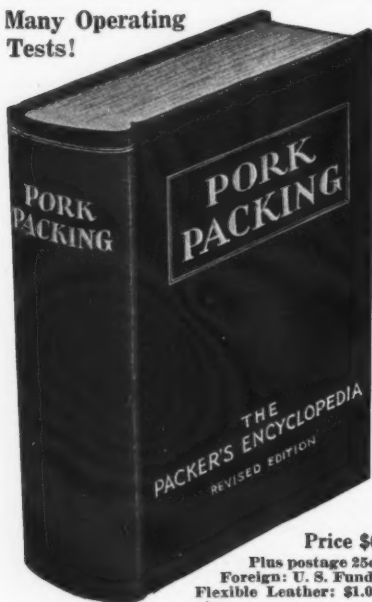
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- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
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